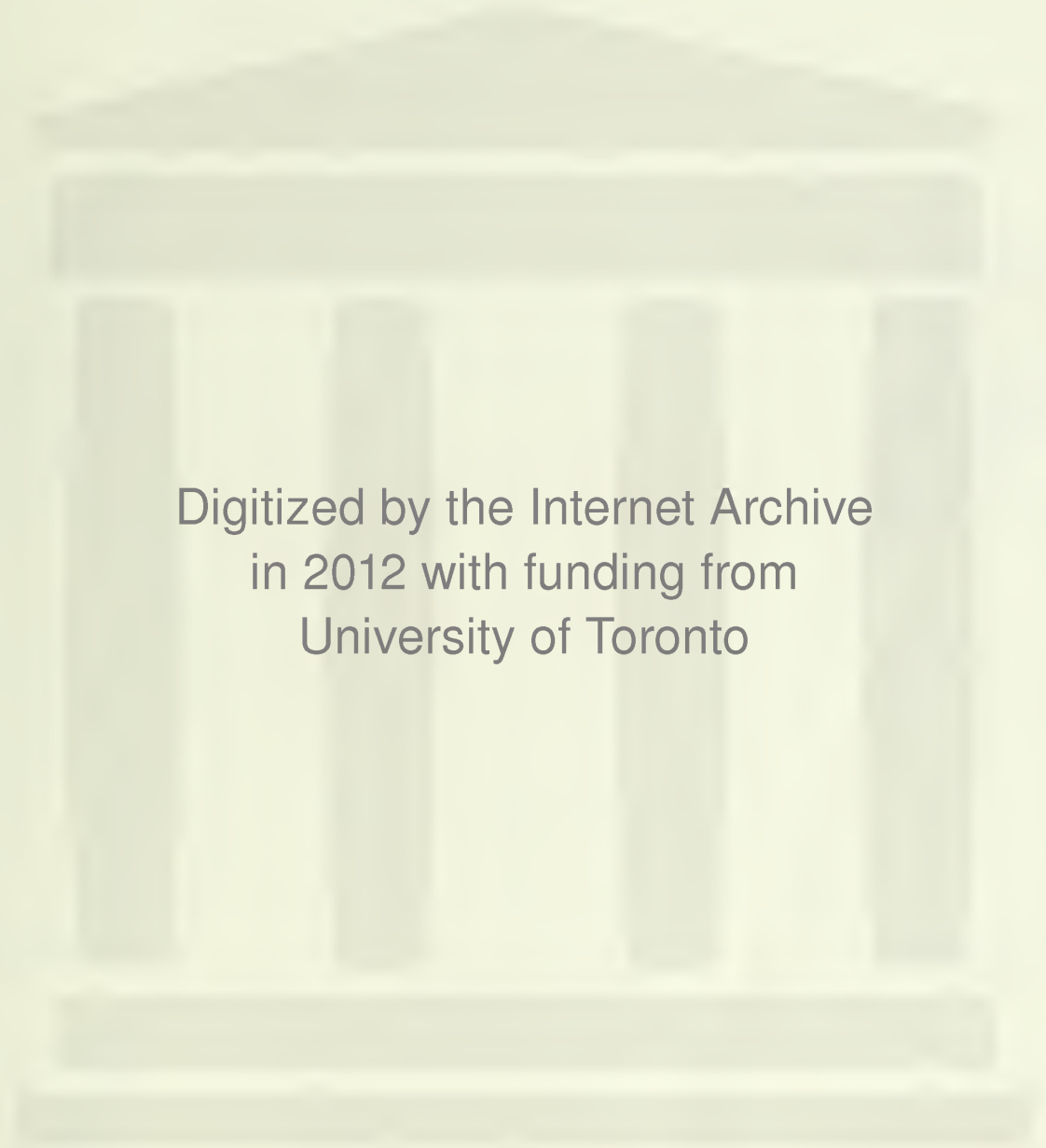


Library
of the
University of Toronto


Digitized by the Internet Archive
in 2012 with funding from
University of Toronto

http://archive.org/details/cangrocerjulysept1915toro

SELLING COOKED MEATS IN SUMMER

7043

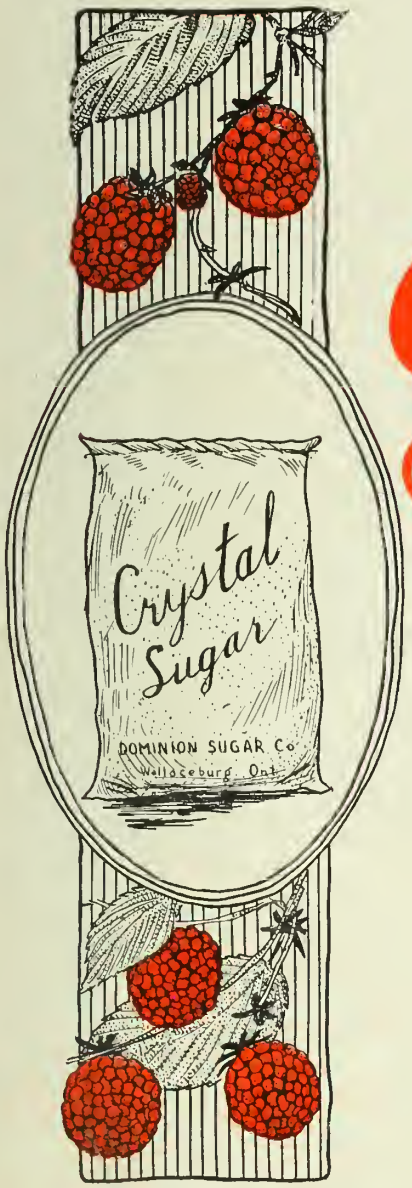
CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JULY 2, 1915 No. 27

The Strawberry Season



has greatly reduced our store of

Dominion Crystals.

And judging from the immense shipments that have been made

Crystal Sugar

has been the favorite with the housewife.

Raspberries

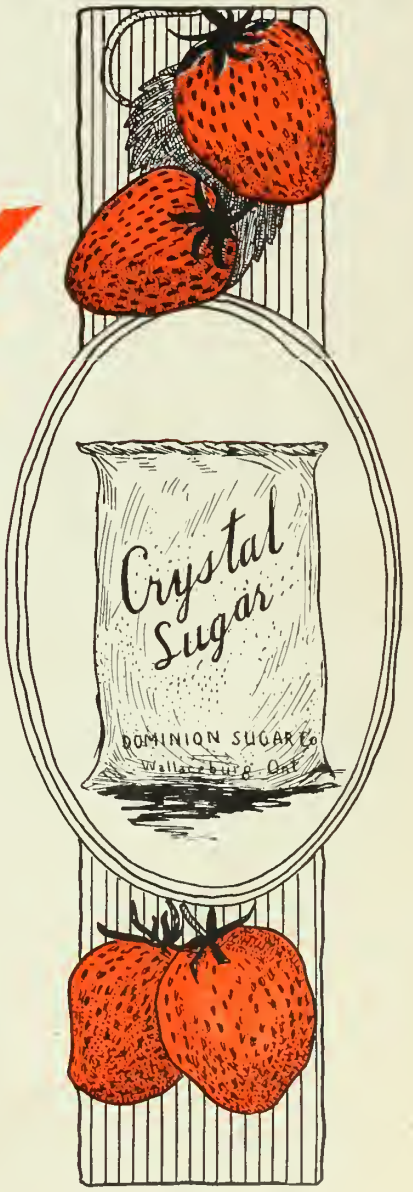
and the general preserving season is on with a rush.

We Are Prepared.

This is your harvest, so "Make hay while the sun shines." Take advantage of the demand for a good sugar, and be supplied with DOMINION CRYSTAL. It is pure sugar, and has the greatest sweetening power of any on the market.

Write, Phone or Wire

direct to our head office at Wallaceburg, or any of our agents, and **PROMPT** shipment will be made **DIRECT** from our factory, whether it be an order for a car or a five-sack lot.



Dominion Sugar Company, Limited

Wallaceburg and Berlin, Canada

Packing the pick of Canada's Strawberry Crop

Push Canadian Jams and Give Employment to Canadian Labor.

Wagstaffe's Jams

are purely Canadian and the Best.

NEW CROP NOW BEING PACKED

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

Prepared in Copper Kettles

Boiled in Silver Pans



Always Packed in Gold-Lined Pails and Glass

Commencing to pick the Strawberries for the immense Imperial War Office Order for 1,100,000 lbs. of Strawberry Jam

What a Chance for Grocers!

Of course, it's quite true that grocers are "bothered to death with new things." But you will also find that the leaders in the trade never turn down a "new thing" without first carefully investigating its claims. The reason why they have built up their profitable businesses, is because they take the trouble to look into every new thing, and if it proves up to its claims, they stock it and push it and take advantage of the fresh, lively advertising, to sell lots of it.

Lantic Sugar

Right now, Grocers have a wonderful chance to associate their stores with the new LANTIC SUGAR.

Just think what it means to you to have a corporation with millions behind it, to guarantee every carton, bag and barrel of LANTIC SUGAR. Just think of having a new $2,000,000.00 Refinery to take care of your orders.

Then—there's the advertising—ripping big ads, with a selling punch to them that is making women demand LANTIC SUGAR. Surely, you want to get some of the benefit of this advertising.

Lantic Sugar

We haven't stopped with the newspapers. The popular home magazines, like "Everywoman's World," are carrying full pages about LANTIC SUGAR. And our 24 sheet Poster—that is a masterpiece, isn't it? In Montreal and

Lantic Sugar

Toronto, the grocers say it is the most effective poster that has been on the billboards in years. It is helping to sell LANTIC SUGAR, too.

This is your opportunity to become known as the LANTIC SUGAR store of your neighborhood. Right now, make a big window display of the 2 and 5 pound cartons, and 10, 20 and 100 pound bags. The preserving season is here and hundreds of women—who are possible customers—will instantly associate your store with the LANTIC SUGAR advertising, which doesn't cost you a cent.

Lantic Sugar

You will, thus, win their trade for LANTIC SUGAR with a good prospect of making them permanent customers.

Now is the time to do it. Now is your chance to take advantage of the biggest sales opportunity that has come to grocers in some time.

Your wholesaler has LANTIC SUGAR in cartons, bags and barrels. Order to-day.

Atlantic Sugar Refineries Limited

Montreal and St. John, N.B.

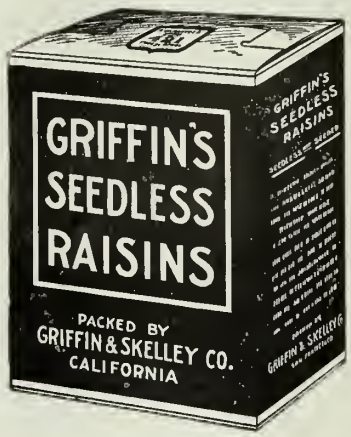
Insist on Griffin & Skelley's Quality Lines

The Best Only—Always the Best

"Griffin & Skelley's" Canned Fruits

Griffin & Skelley's Canned Fruits possess a quality and recognized excellence that has made the name "Griffin & Skelley" a safe motto by which to buy and sell.

Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples.



Grown Without a Seed

Griffin & Skelley's fancy variety of seedless raisins never possessed a seed—they grow without them, and thus retain all their natal freshness. Cured in the sun, most highly flavored, most wholesome, and naturally the cleanest.

"Griffin & Skelley's" Sterilized Prunes

Made absolutely pure, clean and safe with the special sterilizing they undergo by HOT STEAM. No living animal matter—no bacteria or germs, when sterilized as thoroughly as this.

Griffin & Skelley Dried Fruits and Vegetables are recognized as the standard of evenness and packing. The range for selection is large. Insist on Griffin & Skelley's to-day.



Make sure of highest quality by insisting on the "Griffin & Skelley" lines.



Grape Juice

pressed from the world's finest-flavored Concord Grapes

Winona grapes are famous for their superior flavor. Evidence of this is in the fact that there are five times as many Concord grapes shipped on actual orders from Winona as from any other section in the grape-growing sections of Canada.

Winona Concords in fact are recognized as the finest-flavored grapes in the world. It is the unadulterated, unfermented juice of these grapes you supply to your patrons when you sell E.D.S. grape juice.

This health-giving beverage is growing in popularity every day with the masses and classes. Its true wholesomeness and thirst-satisfying quality is recognizable with the first glass.

SHOW E.D.S. GRAPE JUICE in your interior and window displays—call attention to it when taking orders over the counter or 'phone.

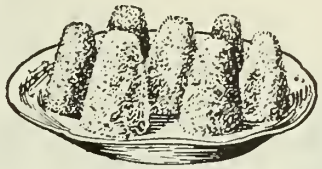


Stock up.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents :

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.



POTATO CROQUETTES



VEAL SOUPS

Serves all Purposes of Fresh Milk—and More

That's the reason Borden's Milk Products have such a heavy run during these summer months.

Besides serving all the purposes of fresh milk, Borden's is not affected by summer heat, is always fresh and ready for instant use.

For camp parties and picnics their deliciousness is firmly established.

Feature Borden Milk products to-day.

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Building
Vancouver, B.C.



No. 4

"Old Timer Bill"

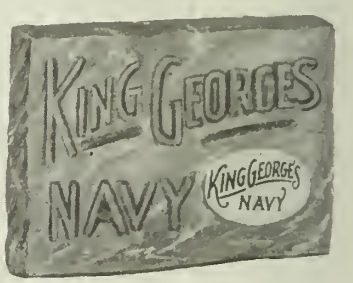
(Canada's 105-year-old Pioneer)



"I was just thinking, lad, about the days when there were no railroads in this country at all, nothing but corduroy roads and a few of those. 'Course you know what they are—timbers laid side by side and packed in with clay—mighty rough riding, but a sight better than plowing through mud up to your axles."

"We used to start out at 2 o'clock in the morning to go to the nearest port, Port Stanley, with our grain to be shipped by boat to other Canadian points or to the "States." Long, lonesome rides they were, lad; right through the woods for a whole day there and a day back, and no company but your jimmy pipe and a plug of chewing tobacco."

"Those were the days when you appreciated tobacco and could chew anything. Now we like something a bit better, eh—lad? You're right. We stop at nothing short of 'King George Navy!' tickles this old palate of mine nearly as much as yours, I guess."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg





A Profit Producing Store

is the end and aim of every merchant. The surest way to attain this result is to sell what the public wants. The reputation of

Libby's Food Products

for purity and flavor has made them popular favorites for over forty years.

Olives California Fruits
California Asparagus
Canned Meats Alaska Salmon
Pork and Beans.
Hawaiian Pineapple Mince Meat
Plum Pudding Jams and Jellies

Libby, McNeill & Libby of Canada, Limited

Guelph

Ontario Canada





More Than Ever in a Class by Itself

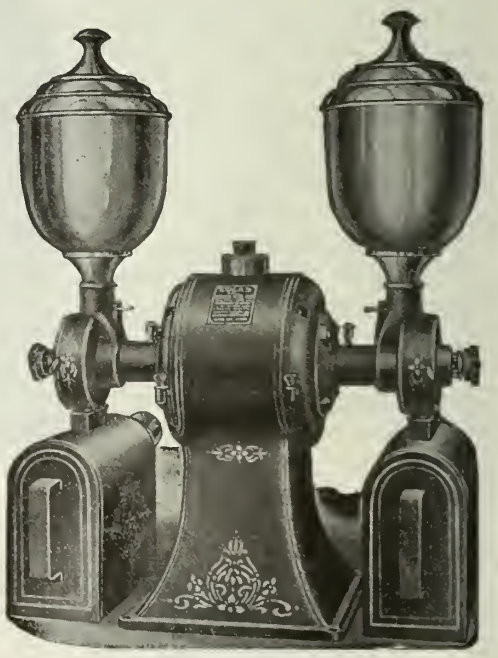
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Canada's Choicest Catsup
AYLMER BRAND

That delightful tang and flavor found only in Aylmer Brand will create unusual demand—and hold it.

Canadian tomatoes are unequalled anywhere for richness of flavor. Aylmer Brand Catsup brings to your customers these choicest tomatoes, prepared with the utmost care. Ask your dealer to send you a few cases to-day.

DOMINION CANNERS LIMITED
MADE IN CANADA
HAMILTON

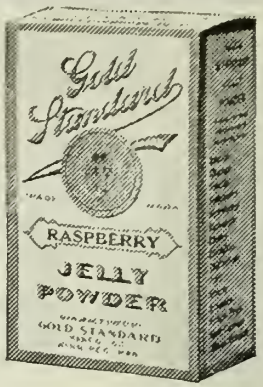
The Evidence of Quality



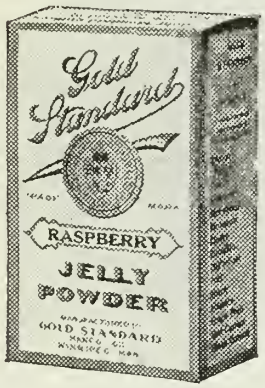
SUMMERTIME IS JELLY POWDER TIME

No Dessert so tasty, appetizing and nutritious in hot weather as a

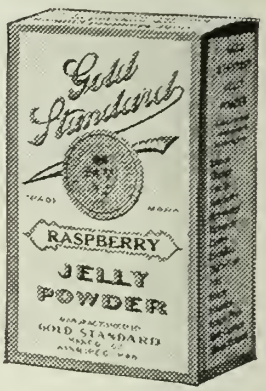
Gold Standard Jelly Powder



An Assortment of 14 Fruit Flavors





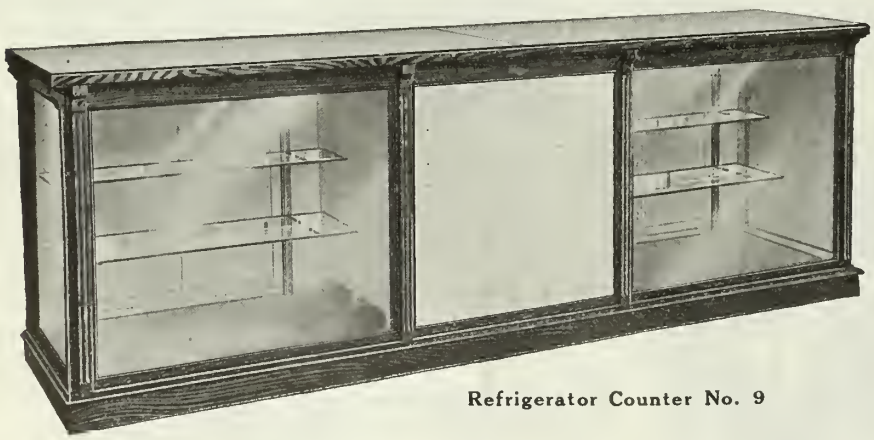


The Codville Company, Ltd.

Winnipeg and Brandon, Man.

Moose Jaw and Saskatoon, Sask.

Install this Refrigerator Counter



Refrigerator Counter No. 9

Will keep your perishable goods in good condition before your customers, and will sell the goods itself.

Stock sizes, 9 ft. and 11 ft.

PRICES:

	9 ft.	11 ft.
Oak Top	$130.00	$160.00
Glass Top	135.00	165.00
Marble Top	145.00	175.00

Stock on hand for prompt shipment

The Walker Bin & Store Fixture Co., Limited

BERLIN ONTARIO

WESTERN AGENCIES:

VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg. SASKATOON:—North West Specialty Company.
EDMONTON:—Edmonton Specialties Company, 113 Howard Ave. WINNIPEG:—Watson & Truesdale, 120 Lombard St.

EASTERN AGENCIES:

OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St. MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.
ST. JOHN, N.B.—R. R. Rankine, 110 Carmarthen St.

CLARK'S

MADE-IN-CANADA GOODS

for

SUMMER SEASON

PORK AND BEANS

Corned Beef	Beef Steak and Onions
Roast Beef	Jellied Hocks
Boiled Beef	Cambridge Sausage
Lunch Ham	Sliced Smoked Beef
Ready Lunch Beef	Potted Meats
English Brawn	Devilled Meats
Boneless Pigs' Feet	Picnic Pates
Minced Collops	Mince Meat
Veal Loaf	Tongue, Ham and Veal
Beef Loaf	Soups (concentrated)
Beef Ham Loaf	Peanut Butter
Jellied Veal	Tomato Ketchup
Stewed Kidney	Ox Tongues
Irish Stew	Lunch Tongues

Spaghetti with Tomato Sauce and Cheese.



Quality Goods

Best Sellers



W. CLARK, Limited, MONTREAL

ROBINSON'S

Of BRISTOL, ENGLAND

TEA

For packing Tea the best substitute for Tea Lead is our Tin Foil (Coated Paper), either one-sided or two-sided. Inexpensive, but effective.

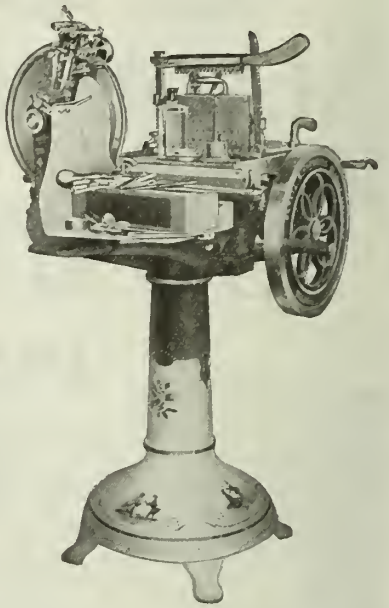
ROBINSON'S TEA BAGS can also be had lined with Tin Foil, as well as with Parchment.

Samples from

J. W. PINKHAM

73 Boustead Ave. Toronto, Canada

VAN BERKEL SLICING MACHINE



Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.

The W. A. Freeman Company, Ltd.

HAMILTON, CANADA

Same Old Story—hubby raising a fuss about the salt again



If you wish to bring joy to and get the blessing of the good housewives in your town, sell them the scientifically prepared, free-running

SIFTO
Table Salt

It eliminates all the chances of caking in the shaker and is put up in handy, germ-proof and damp-proof packages—is a big selling line. Order now.

The Dominion Salt Co., Limited

Sarnia, Ontario

The Best Proofs

of the PRE-EMINENCE of the

Continental Grocery Bags

are the bags themselves.

Manufactured for those who use the best.

Ask the man who uses them

The Continental Bag & Paper Company, Limited

Manufacturers OTTAWA

Branches, Montreal and Toronto.
Agencies throughout Canada.

Mind Your P's and Q's,

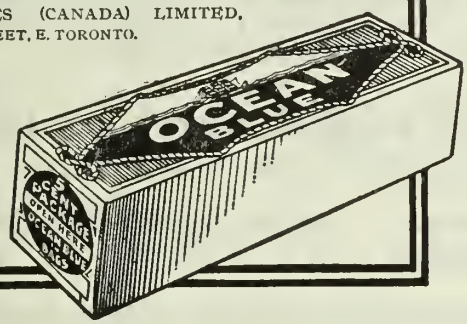
when you purchase Laundry Blue. In OCEAN BLUE there is just a little more Quality and Quantity than is expected; the Price is right; and Permanently Profitable Patronage is the result.

OCEAN BLUE

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents:
For Man., Sask. & Alta.,
Nicholson & Bain
Winnipeg,
Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon:
Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.

Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy **Carr's Biscuits.**



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



50% Profit is Yours

In every household in your community there is a demand for a remedy that will straighten up disordered or devitalized nerves. Every day you have dozens of patrons placing orders with you for groceries, who, if they knew the merits of

DR. CASSELL'S TABLETS

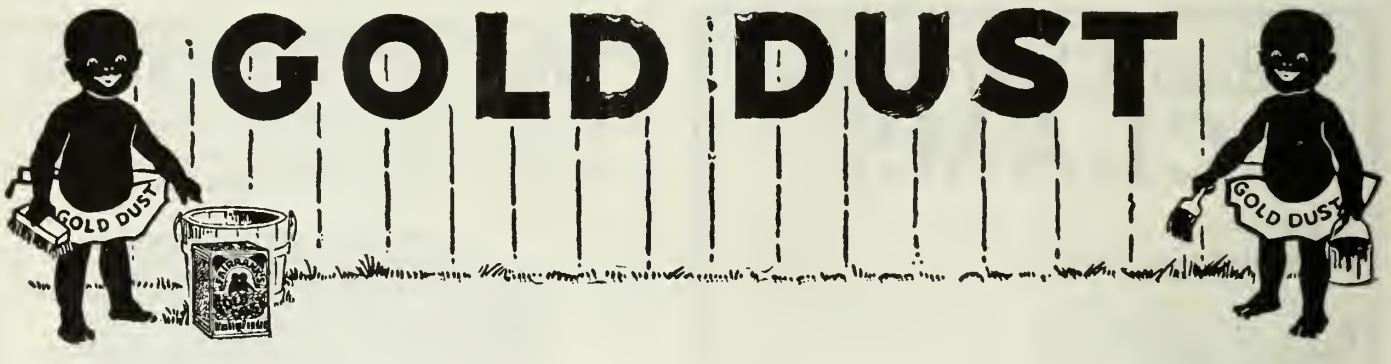
would include a package in their list and derive untold benefit from their use. Their merits have been proven beyond a shadow of a doubt for the past 30 years in the "Old Country." Now we want Canadians to know and appreciate them. We want grocers to back us up in our extensive consumer advertising campaign.

A small trial order will pay you well. Send for it and make a little counter display. Don't stick them back in the shelf, but show them to everybody. We are spending $60,000 to advertise these Tablets to your customers. Why let your competitor get this business?

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENGLAND

Agents for Canada: **HAROLD F. RITCHIE CO., Limited**
10-14 McCaul Street **- - - TORONTO**

GOLD DUST



We are always advertising GOLD DUST.

Women are always buying GOLD DUST.

Grocers are always selling GOLD DUST.

Don't fail to keep GOLD DUST well displayed at all times. Its wonderful cleansing powers, plus steady advertising, make it a "seller-at-sight."

THE N.K. FAIRBANK COMPANY
LIMITED

YOU KNOW IT'S GOOD

The question of what coffee you supply your customers is left with you —but the coffee must be **good**, and to be **good** must be **fresh.**

All coffee deteriorates with age. No container has yet been devised that will keep intact the delicate flavor of fresh ground coffee.

Learn about our "Guarantee Quality" plan—by which quick sales are made, sales increase, and make each and every coffee customer a little more than satisfied.

1. **Every tin of our coffee, whether Melagama or bulk, will bear the date it was roasted and ground.**
2. **We will take back and allow full invoice price for all coffee not sold within two months.**
3. **We will also pay Transportation charges both ways.**

Think this over. See our representative's samples, or favor us with an order direct. Let us co-operate to give your customers the **Best Coffee.**

MINTO BROS., Limited, Toronto, Ont.



"BORDO"
Chocolates

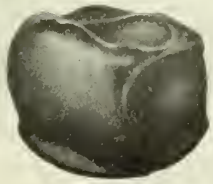
are now put up in a new sealed package to retail at **10c**

This package is without doubt the most attractive ever placed on the market, and is in keeping with the unbeatable "Bordo" quality. The attractiveness of the package is an incentive to buy, but it's the contents that bring customers back for more. The final touch to Bordo is the unique flavor. Just enough, just the right tone makes it complete.

"Bordo" is "Bordo," and unless this name is on every piece it is not the original.

This is a superior package line of merit, and is made high grade to draw fine trade.

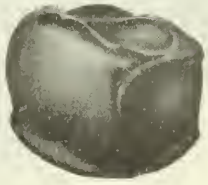
"The name is on every piece."



The Montreal Biscuit Co.

"THE ORIGINATORS"

MONTREAL CANADA



Tartan BRAND
THE SIGN OF PURITY

We have secured before the advance a very large import of famous

Phulcherra Garden Teas

These are recognized the highest type of Indian Tea, and we are offering this tea 5c. lb. below the present cost of importation. See our travellers or write for samples.

BALFOUR, SMYE & CO., Wholesale Grocers **HAMILTON**

'Phones, 3596, 3597, 3598, 4656; Night 'Phone, 1807.

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO

YOU CAN INSURE

the success of your customers' efforts in putting down their season's fruit by only supplying

St. Lawrence Granulated

THE ALL PURE CANE SUGAR.

See How Well They Take to

BEE BRAND JELLY POWDERS

once they know their delicious goodness, their purity, their pleasing flavor. But when to this is added the moderate price, the result is usually sales in excess for you. There are so many points in favor of Bee Brand Products, together with the good margin, you would do well to send your order through now.

FORBES & NADEAU, Montreal, Que.

YOU should buy an ELGIN NATIONAL because



No. 40

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be regulated while running to grind the coffee to suit each patron's taste.

It costs you less, grinds fastest, runs easiest, best finished, made strongest—lasts longest, and because thirty years' actual usage has made it the most popular mill in Canada.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

FINEST NEW SEASON FIRST CROP JAPAN TEAS are now arriving in our store. The leaf and liquor are exceptionally fine quality this season.

We will be pleased to submit samples and quotations.

OUR THISTLE AND BOUQUET BRANDS ARE STANDARDS OF QUALITY FOR OVER TWENTY YEARS IN JAPAN TEA.

Kearney Bros., Limited

Wholesale Tea and Coffee Merchants
33 ST. PETER STREET, MONTREAL
Established 1874

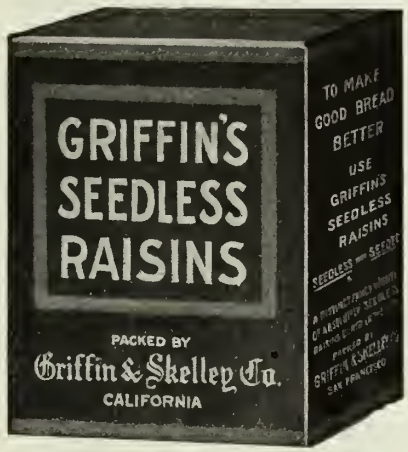
There is Always Room for a GOOD MAN!

Canadian Grocer's Condensed Ad. Column found him the job. This is what he says:

> *"Thanks for advertisement in the Grocer. I am now suited and am making a start on Monday. I may say your paper is a Champion Medium for Practical Grocers, not 'shopmen,' who are wanting a berth. Rest assured I shall boom the Grocer wherever I go."*

Are *you* wanting a job? Perhaps you have something for sale or are wanting a Clerk, a Salesman or a Manager? Among the readers of "Canadian Grocer" you will find just the man you are looking for to fill the bill.

Wholesome Nutritious Clean



Griffin's Seedless Raisins

Sell them by the dozen

Who Wants Your Order?

¶ The firms that are most likely to appreciate your order are the ones that are keenest to get it.

¶ The firms that advertise are bidding for your business in a broad, yet personal way—the modern way. They are proud of their goods and are not ashamed to show them in public to the most critical.

¶ Patronize the firms that advertise.

¶ A firm that appreciates your order will serve you well.

Note This

Mr. Grocer,—The Niagara Fruit Growers are running this bulletin in

FRUIT BULLETIN

Mrs. Housewife, see your Grocer for those delicious White Oxheart Cherries arriving daily. The Red Sour Cherry for Pie and preserving are ready. Red Currants coming along next week, all Niagara Peninsula grown. See your grocer to-day.

250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
Agents for the Sudbury Flour Mills Ltd., Sudbury
Reference : : : Bank of Montreal

A want ad. in this paper will bring replies from all parts of Canada.

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. BOX 1721,
Edmonton, - - - - - Alberta.

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND
LIMITED
COMMISSION BROKERS
Representing Canadian and British Houses
Agencies Solicited.
WINNIPEG, - MAN.

BRITISH COLUMBIA.

The Campbell Brokerage Co.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street - -Vancouver, B.C.

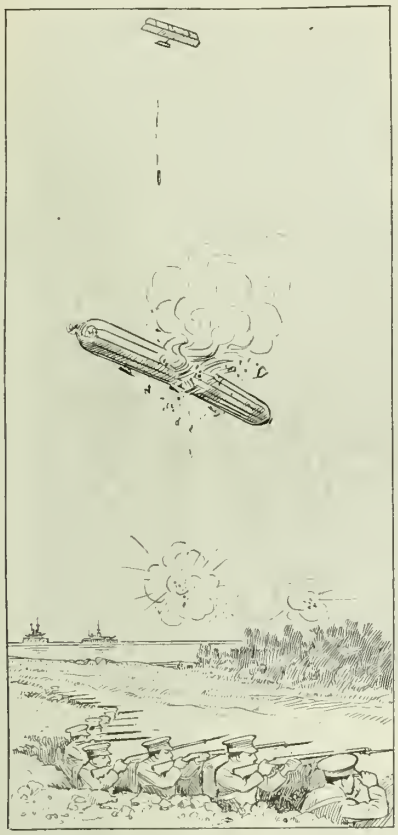
NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.



47 Weeks of War

The world's greatest war is now 47 weeks old. During the period just passed, Canadian business men —manufacturers, wholesalers, retailers, financiers— have had to face many trying situations, but have come through with flying colors.

The business situation in Canada is improving. The feeling of optimism and confidence grows stronger every day. Despite the continued advance in the price of Indian and Ceylon teas, we look to the future with confidence. Good tea is something that Canadians must have, price being a secondary consideration. And of all good teas, Red Rose Tea has distinctive Indian qualities of richness, vigor and strength that will hold its old patrons and continue to gain new friends.

T. H. ESTABROOKS CO., LIMITED

St. John Toronto Montreal Winnipeg Calgary

"Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

Just The Thing for Picnic and Camping parties.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

"BANNER" BRAND JAMS.

LINDNERS LIMITED

306 Ross Ave., WINNIPEG 340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

PURE GOLD JELLIES

Are not the one-sale kind. The first sale is the ice-breaker of repeat business

Repeat business comes only from satisfying your patrons — from supplying them with goods whose quality and purity are unquestioned.

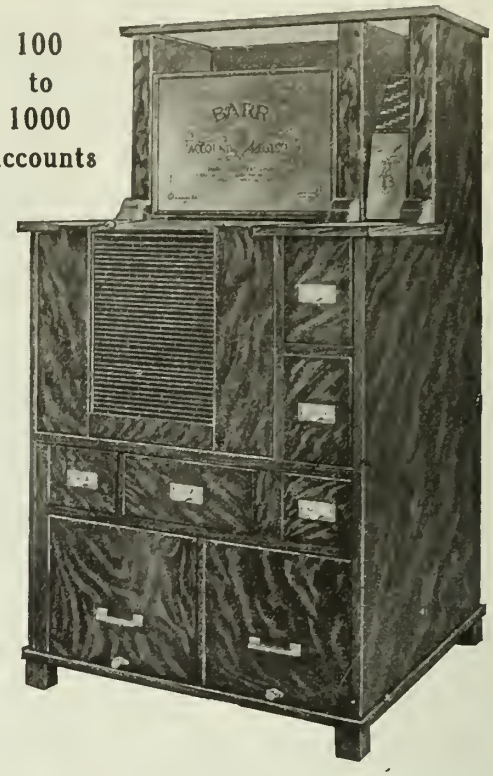
Pure Gold Jellies are the very essence of purity, and being made from materials of the highest quality, break the ice of repeat business and hold repeat sales with a grip that means healthy, profitable business.



No hands touch Pure Gold Jelly Powders.

PURE GOLD MFG. CO.
LIMITED
TORONTO

100 to 1000 Accounts



The "Barr" Register System

protects your customers

The experience of users of the Barr Register has invariably been that their customers appreciate this system of account handling and look on it as their protection against being over-charged and against having their account get beyond them.

With

The Barr System

every account is made out to date. Not even the smallest item is missed, for the bill is rendered with every charge purchase —No chance for disputed accounts, no chance for errors to creep in in transferring —your customers are satisfied and try to keep their accounts paid up without the embarrassment of being urged. The effect is magical, business comes easier, you have less labor and less worry when you keep accounts the Barr Register way.

Write for full particulars.

Barr Registers, Limited
TRENTON, ONT.

The Obvious Advantages of Handling

"SALADA"

You always have FRESH TEA, which ***is most important,*** as all Tea deteriorates with age.

You carry a ***small stock,*** and ***little capital*** is locked up.

You make ***no loss*** in weights—you have ***no complaints*** from customers.

You quickly ***kill off*** your ***most dangerous*** competitor—the peddler.

You can always get ***cost in cash*** from us ***for every pound*** of Salada Tea you have in stock, and

WE PAY FREIGHT ***BOTH WAYS***

LONDON, ENG. 41 Eastcheap | BUFFALO 78 W. Genesee St. | NEW YORK 100 Hudson St. | TORONTO 32 Yonge St. | MONTREAL St. Paul St. | BOSTON 378 Boylston St. | CHICAGO 363 River St. | DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia

Furnivall's FINE FRUIT PURE JAM

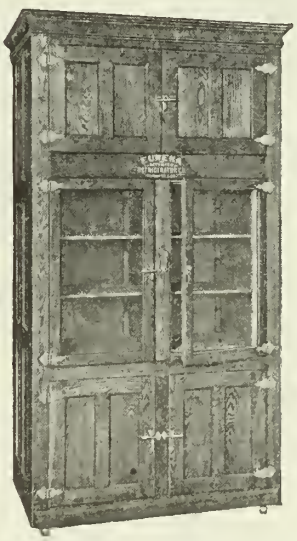
The new 1915 pack shows your customer how really delightful Strawberry Jam can be. The new pack is ready. Get your nearest jobber to supply you to-day.



Furnivall-New
LIMITED
Hamilton, Canada

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—W. W. Chase, 79 Paradise Row. **Halifax, N.S.**—B. C. Woodworth, 533 Robie St. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—Grocers' Specialty Co. **Winnipeg, Man.**—H. P. Pennock & Co. **Calgary, Alta.**—Jacksons, Ltd. **Edmonton, Alta.** — Central Brokerage Co.

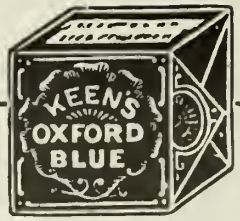
EUREKA Refrigerators Prevent ALL Losses



It is one thing to have an ice box, but quite another to have a Eureka Refrigerator. In one case you can't help spoilage, bad odors and losses; in the other you can't cause them.

For nearly thirty years Eureka Refrigerators have proven their ability to prevent ALL losses—at minimum cost. And a Eureka is easily within your own means. Write for catalogue and particulars to-day.

Eureka Refrigerator Company Limited
31 Brock Ave. TORONTO



The Blue of Blues

Keen's Oxford

Thousands of Canadian housewives to-day are doing their own laundry work either from choice or necessity. This means increased sales of laundry materials—soap, powder, starch and **BLUE.** Why not supply the best and help them get good results?

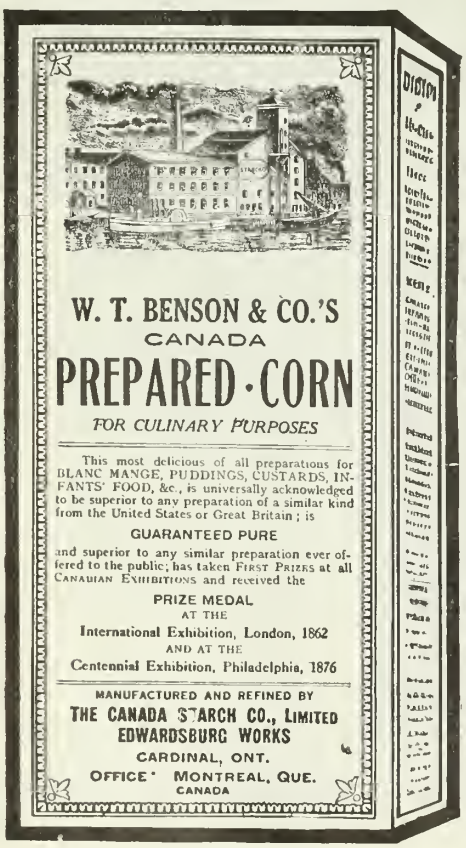
Now there are lots of blues that are good, but **the Blue of Blues is Keen's Oxford**—the kind women have used for generations and grocers have sold. Keep Keen's Oxford to the fore and supply it to the thrifty housewife. Stock up.

Write your nearest wholesaler to-day.

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL **30 Church Street, TORONTO**

AGENTS FOR THE DOMINION OF CANADA



Delicious Summer Desserts

Lighter desserts will rule until cold weather comes again. And the most popular summer dishes are delicious, dainty Blanc Mange and Custards, made with

BENSON'S CORN STARCH

—Canada's finest Corn Starch—the favourite with grocers and their customers for more than 50 years.

"SILVER GLOSS" LAUNDRY STARCH is as well known as BENSON'S CORN STARCH. "Silver Gloss" is so widely used because the quality is always right. The woman, who does her own laundering, knows it.

CANADIAN GROCER

VOL. XXIX TORONTO, JULY 2, 1915 No. 27

Summer Trade in Cooked Meats

Methods of Different Retailers Who Go After This Business in a Methodical Way — Special Counter Near the Door With Meat Slicer, Computing Scale and Refrigerator— Business From Summer Cottagers—Is Competition Always a Hindrance?

Written by J. R. MANTLE for Canadian Grocer.

Fifth of The Mantle Series.

THERE are many in the grocery business to-day losing money by not selling cooked meats, or at the most only going after the business in a half-hearted manner.

"I never used to pay any attention to provisions," remarked a grocer, in a live Canadian town, the other day. "After seeing an article in The Canadian Grocer, giving the methods of a number of dealers for handling and pushing the sales of cooked meats during the summer months, I immediately decided to put in a special provision counter and to devote more time and attention to this line. I felt at the time that it was necessary to do some thing special in order to keep business above the mark of last year, and this was one of the methods I hit upon.

"You can see for yourself where the provision counter is located. I placed it just inside the door, so that every customer entering could not fail to see it, and they cannot fail to see it on leaving the store. I certainly have found that this small counter has secured considerable business. The cooked ham, tongue, jellied hock and cooked specialties as well as nicely sliced bacon, invariably get the attention of the customer, especially on a hot day. Being close to the door, people see the counter on passing, and I have frequently got not only business in cooked meats but in groceries as well from people who are only casual customers. This has given a decided boost to business and I feel sure with the same attention, this counter during the remainder of the year, will bring in a nice increase in business."

The display on the counter referred to, was certainly an inviting one. On the corner next to the door, was a small glass refrigerator through which could be seen, the cooked meat and bacon already sliced. The bacon was sliced with a meat slicer placed on the other end of the counter, and between each slice was a piece of parchment paper. Then the bacon slices were piled one on top of the other in rows, with pieces on the top left uncovered so that the quality and character of the meat could be easily ascertained. There was also a computing scale on this counter. The counter was painted pure white and cleaned carefully every morning so that it was immaculate all the time. This was one of the most inviting features of the entire display. It soon became a paying investment and meant a great deal to the volume of business.

Trade With Cottagers.

There is, too, in summer a great opportunity for trade in cured and cooked meats with campers, cottagers, etc. Folks who go to the lake for the summer do not intend to do any more work than is absolutely necessary. This means that there are few hot dinners cooked. Cold meat appeals

Why Bother With the Hot Fire?

WHEN you can get such delicious and nourishing cooked meats ready to serve? Now that the warm weather is at hand we would urge that you use more of these wholesome cooked meats. All of our meats are of a selected quality and we can confidently say that you will be greatly pleased with them. Here are a few suggestions:

Cooked Ham—What is more delicious than a slice of nicely flavored ham? All ready to serve; per lb. .... ——c.

Jellied Tongue—A creator of appetite in itself on a warm day. Garnish with parsley; per lb... ——c.

Cooked Specialty.—This is a most appetizing cold meat line and one of our best sellers; per lb.. ——c.

Jellied Hock—As with tongue, Jellied Hock is a fine appetite stimulator. Per lb. ..... ——c.

Breakfast Bacon and Sausage. — In the cool of the morning these are splendid lines to serve for breakfast. Bacon, per lb. ——c, and Sausage .... ——c.

Bologna Sausage. — Nicely flavored and made by a reputable firm. Per lb. .... ——c.

Cooked and smoked meats evenly sliced any thickness by a modern meat slicer.

J. K. BROWN

17 Main St. Phone 77

Suggestion for a seasonable summer newspaper ad. on cooked meats, etc.

to them. I met a grocer in a town on the shore of Georgian Bay last year, who catered to this trade regularly. Not far away was a shore on the Bay where a great many cottages were located, and by calling personally on the people a splendid trade in cooked and cured meats as well as general groceries was worked up. Every morning a delivery wagon was sent to the beach with produce, and orders were taken for the next day's delivery.

Good Trade Despite Competition.

I know a grocer in an Eastern Ontario city who has worked up a splendid trade in provisions, in spite of the competition a few doors away of a large exclusive provision store. This man said to me one day, as we were talking over the possibilities of getting provision trade while one was in such close proximity to the exclusive provision dealer: "Why, that is exactly the reason I am devoting a special counter to provisions here. It struck me, that because this provision store was on the corner, it would attract a great many customers to this part of the city, and I asked myself why I could not get into my store some of these people who came to this vicinity. At the same time, I wanted the trade of the regular customers who were dealing with me all along. I put in a provision counter, purchased a display refrigerator, added a computing scale and a meat slicer and now I am getting a great deal of trade from this particular department. Especially in the summer time, cured and cooked meats are splendid sellers and I certainly do not regret the day that I opened up this department on a large scale."

Here, then, is evidence that if the cooked and cured meat trade is gone after methodically good results are to be obtained. Are you getting your share?

Tea Prices Now and 40 Years Ago

At One Time During Intervening Period Price Was Down to Six Cents Per Pound on London Market—Forty Years Ago They Were About Same Levels as Now—The Rapid Increase in Consumption.

Written by E. A. HUGHES for Canadian Grocer.

IN the light of the very high prices which now obtain for tea, it is interesting to those who are concerned with it to look over the past 40 years and compare tea levels at intervals during that period. Some startling comparisons are to be noted.

About 40 years ago teas were just about as high as they are now. They were then at the climax of an upward movement which had extended for some considerable time and a shilling for common and 14d. for a pretty fair tea were the average London prices. Almost immediately after those prices had been reached the downward movement began and kept up pretty generally right up to say 22 to 24 years ago. For instance, 25 years ago a pretty drinkable Indian tea could be purchased in London at 11d., and a fair tea at 1/2—we are quoting English currency because we are alluding to the primary market where teas are bought. Gradually from these levels the market went down until the whole trade was demoralized and the planter saw nothing ahead of him but starvation, always supposing that he depended upon his tea gardens for his bread and butter. Indeed, many gardens were abandoned.

Tea at 6c a Pound.

Then the slump began in real earnest and for a short time something like 23 years ago tea could be bought in London, England, for 3d per pound—6 cents. The reason for this was that there was more tea being produced by a long shot than the people consumed. After that very bad year the market worked up until common tea was sold in the neighborhood of about 6d, or 12 cents a pound with upward turns. At that time a pretty fair tea—and when we use this term we mean a tea that can be drunk by nearly anybody, unless he was a faddist—was worth in the neighborhood of 9d or 18 cents a pound. This state of affairs lasted probably about 8 to 10 years, during which time the consumption kept on increasing in much greater proportion than the production. Heretofore it had been a case of the boot being on the other foot. Nevertheless the market level was pretty nearly the same for a number of years until six years ago when the market commenced to advance pretty steadily. At the time that war broke out last year common tea was in the neighborhood of 9d. or 18 cents.

Present and Past Levels.

Anybody who has studied carefully our market reports in Canadian Grocer for the past year will have observed the steady and rapid advances which commenced about the beginning of September and which have kept on right up to the present time of writing. Some weeks it has been a farthing; some weeks it has been a cent; now and then, by way of varying the monotony of the thing, it has been two cents or one penny. We therefore come to a time—the present—when common tea, that is, tea that most of us would not bother to drink, is worth about one shilling or twenty-four cents a pound. A fair drinkable tea cannot be obtained for less than 14d. or 28 cents a pound.

Now go back to a preceding paragraph in this article and look at the figure of 3d., six cents, a pound which was, some years ago, the price for India and Ceylon tea in London. There is a great deal of difference between 6c a pound and 28c a pound—well over 300 per cent. difference.

Canadian Grocer from time to time has gone carefully into the reasons for increased cost in the primary market for tea, and has shown how that increased consumption all over the world has increased the demand which has not been met by production. There is, however, one other side upon which we have not touched to any material extent, and that is the reason for the decreased production. To a degree this has been caused by rubber being planted out in the low grown gardens, thus greatly cutting off the supply of tea from this source. Some time ago the man who was planting tea found out that it would be very advantageous from a point of view of pocket if he went into the rubber business. Proof superlative of this is to be found any time in the reports of the annual meetings of the rubber companies who are paying absurdly large dividends and have been doing so ever since five or six year ago. The planter of tea therefore decided to put his low grown garden under rubber cultivation and figured on having two strings to his bow. His logic was not of the best because the growth of rubber upon tea gardens does not exactly give the very best sort of help to the garden conditions for the growth of tea.

No Lower Prices.

Nevertheless, the planter to-day is doing very well and the only difficulty is

(Continued on page 35.)

Displaying Summer Foodstuffs

Now The Time to Make the Most of This Trade — An Attractive Trim That Secured Considerable Business—The Lines Featured.



A neatly arranged summer goods window shown last year by E. L. Aikin, Hamilton, Ont.

"WHILE the summer season is on, is the time to display summer goods." That is the contention of E. L. Aikin, a Hamilton, Ont., grocer, whose window trim is shown herewith. This display was run last year and it brought considerable business to the Aikin store.

Too many grocers overlook the fact that the housewife purchases different food in summer to what she does in winter. In fact the warm weather presents greater opportunities to the retailer, than does the cold weather, because of the part that so many canned and package goods—those already prepared for the table—are to-day playing a part in the culinary operations in the home. In the accompanying window will be seen such lines as prepared breakfast foods, canned salmon, olives, orangeade, lemon juice, grape juice, prepared coffee, cocoa, mustard, peanut butter, etc. The neat, symmetrical arrangement of this display will be seen at a glance. On either side are packages of breakfast food, as well as a row or two up the centre and at the rear. Inside this on either side is a pyramid of canned salmon. Then neatly arranged in the centre is a pyramid of bottles of olives and in front of them, bottles of grape juice and other summer drinks. A row of peanut butter, mustard, etc., will be seen along the front, near the plate glass.

Increase in Hog Exports

Eastern Packers Now Look to Britain Instead of to the West—How Conditions Have Changed —Market Profitable for Packers Just Now—Some Interesting Figures.

SPECTACULAR increases in Canada's exports of hogs and hog products, as shown by recent Government returns, has a special bearing on the hog and meat market just now. For the month of May, the value of bacon alone, imported into Great Britain from Canada, was £227,684, as compared with £82,166 in May, 1914. These figures are quite in keeping with the statistics for the fiscal year ending March 31, which show that of hogs, bacon, hams and lard, Canada exported last year a value of $20,484,956, while for the preceding twelve months the exportation only amounted to $4,689,215.

"There was never a more striking example of the resiliency and capacity of a comparatively small community to increase its livestock products." said a prominent packer to Canadian Grocer, in commenting on the increase. "It affords a striking example of what can happen, when a community once comes to believe in its enterprise. If we, as a country, could minimize wisely the spirit of agitation which finds fault and develop the spirit of agitation which calls for construction, it would be wonderful what we could accomplish. In the terrible depletion of Europe's livestock, Canada has a great opportunity."

The following table gives an excellent idea of the trend of business in hog products:

IMPORTS.

(Bacon, Hams, Lard, Product of Hogs.)

*Year.	Weight.	Value.
1910	25,957,579	$ 3,189,225
1911	21,222,879	2,747,937
1912	26,804,648	2,914,396
1913	37,728,197	4,604,301
1914	26,256,994	3,281,640
1915	11,437,309	1,296,354

EXPORTS.

1910	50,919,950	$ 7,030,293
1911	60,471,261	8,594,933
1912	62,738,042	7,992,097
1913	39,257,015	5,736,991
1914	27,686,759	4,247,016
1915	118,737,555	17,370,519

EXCESS OF EXPORTS OVER IMPORTS.

1910	24,962,371	$ 3,841,068
1911	39,248,382	5,846,996
1912	35,933,394	5,077,701
1913	1,528,818	1,132,699
1914	1,429,765	965,376
1915	107,300,246	16,074,165

*Year ending March 31.

When the pork packing industry was first established in Eastern Canada it had in view the export trade almost entirely and, until Western Canada began to fill up, the export trade continued to be an important factor. Then when the West became populated, a good market developed there, for the Western farmers confined their attention at first almost exclusively to growing grain. By degrees, however, they took up hogs and within the last few years they have been producing not only enough for their own needs, but sufficient to permit of a large export business to the United States.

CANADA'S EXPORTS AND IMPORTS OF HOG PRODUCTS.

	Exports.		Imports.		Excess of Exports.	
	Weight	Value	Weight	Value	Weight	Value
1910	50,919,950	$ 7,030,293	25,957,579	$3,189,225	24,962,371	$3,841,068
1911	60,471,261	8,594,933	21,222,879	2,747,937	39,248,382	5,846,996
1912	62,738,042	7,992,017	26,804,648	2,914,396	35,933,394	5,077,701
1913	39,257,015	5,736,991	37,728,197	4,604,301	1,528,818	1,132,690
1914	27,686,759	4,247,016	26,256,994	3,281,640	1,429,765	965,376
1915	118,737,555	17,370,519	11,437,309	1,296,354	107,300,246	16,074,165

Again After Export Trade.

This Western development has forced the Eastern pork packers back again more strongly than ever into the British trade, and this is one reason why the exports of bacon, hams and lard have been increasing of late so enormously. Of course, over and above this, the war has had a powerful influence. The Russian supply has been practically cut off entirely from the British market. The Danish supply has been very considerably reduced, though this will pick up again as soon as the arrangement between Great Britain and Denmark facilitating the importation of feed into Denmark becomes operative, while the Dutch supply is very much restricted. It remains for Canada and the United States to fill the void thus created.

Canadian pork packers still do business with the Old Country on the old consignment basis. This, of course, means that prices are more or less of a speculation. The pork goes over in the form of Wiltshire sides, cured for early consumption, and the market is a weekly one. This means that while prices may be firm at the beginning of the week, they may drop off by the end of the week or vice versa. No matter how prices rule, the packer must get his brand on the market to retain his regular custom.

The whole genius of the packing business, it has been well said, is in volume. The greater the volume that can be handled, the less the proportion of primary expense and the larger the margin of safety. At best, so packers say, the margin of profit on a single turnover of capital in the pork packing business is small. Any conditions which tend to increase this margin must be regarded as favorable and that is why the present boom in exports, with the prevailing strong market in London, is proving of great advantage to the industry. Frequent turnovers, even on a small ratio of profit, are advantageous and that is the system under which the packers are operating.

NEW DEFINITION OF JAM.

Pure or Genuine Jam Applies to Product of One Fruit and Sugar.

The Inland Revenue Department announces establishment of standards for jam, a recent examination of samples leading to the conviction that the existing standards for the article were unsatisfactory, so far as the Department officials are concerned. The new standards proposed are:

The word "jam" shall be applied without modification only to a product consisting of one fruit and sugar. Whether or not addition of another fruit juice, up to 10 per cent. of the weight of the jam; or of glucose, up to a limit of 5 or 10 per cent. may be permitted without statement is matter for consideration.

The words "pure" or "genuine" or any equivalent terms, will not be permitted, except in the case of jam as described above.

In all other cases the words compound or mixed must precede the word "jam," on the label; and be printed in equally prominent type.

All compound or mixed jams must be labelled in such a way as to show their actual percentage composition.

When artificial coloring or preservatives are used, the fact must be stated on the label, in accordance with Orders-in-Council.

Lime Juice Standards.

Following are the standards of quality for lime juice and lime fruit juice now in force:

Lime juice, lime fruit juice, is the freshly expressed juice of the ripe fruit of citrus (various species), and has a specific gravity of 20 per cent., not less than 1.030 and not greater than 1.040, and contains not less than 8 per cent. of solids and not less than 7 per cent. of free citric acid.

Sugar Market Comparisons

Ups and Downs During 1914 and for First Half of 1915 — Now $2.20 Cwt. Higher Than on July 1 of Last Year—One Result of War Conditions—Some Strong Competition In Canada

AN inspection of the two charts on this page will show at a glance the changes in the sugar market during the year 1914 and the first part of the present year. To-day it is $2.20 cwt. higher than this time last year. Readers of Canadian Grocer will remember that 1914 was an exceptional year in sugar on account of the outbreaking of hostilities in Europe, which have continued up to the present time. These abnormal conditions are the reasons for the big difference in the price of sugar in January of this year, and in the corresponding month of 1914. For instance, the top chart shows that January this year started out with sugar at $6.30 cwt., whereas last year it was $4.35, or almost $2 lower. The prices given on both these charts represent the Montreal market in each case.

While sugar opened in 1914 at $4.35, it went down to $4.25 cwt. before the month was concluded. Then in March it dropped down to $4.15, and held at that figure until May, when in three rises it reached $4.45. That was the price at the end of the seventh month last year. The remainder of the year shows a continuous succession of advances—including a 70c war tax—up to November, when a decline was made, and also one in December.

The 1915 chart shows that sugar opened this year at $6.30, then advanced to $6.40 in February, and again to $6.80, making an advance in one week of 50c cwt.

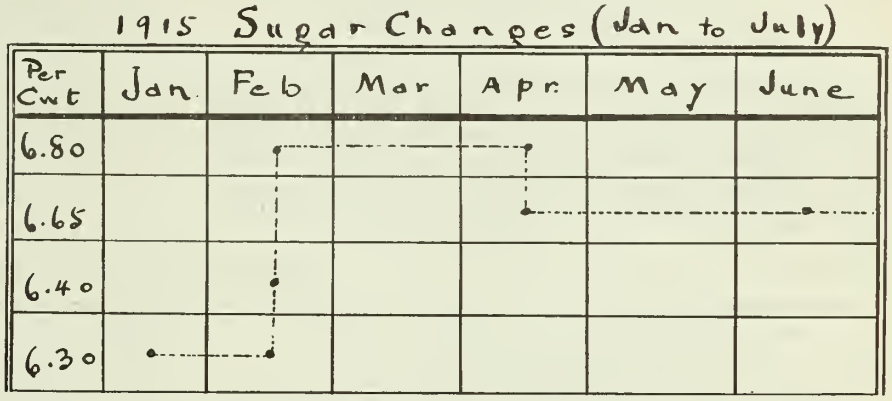


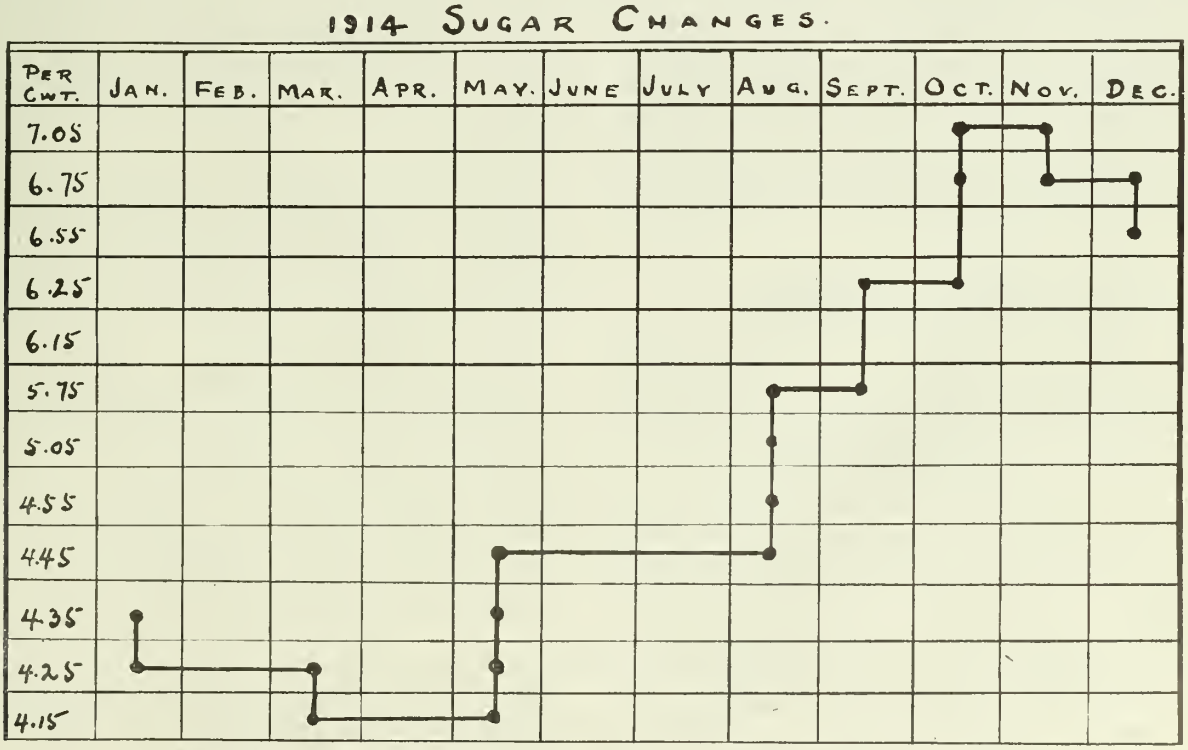
Chart showing changes in Montreal sugar market since the beginning of this year.

Second War Tax Not Realized.

At that time there was a great deal of speculation as to whether there would be an additional war tax on sugar or not after the Finance Minister brought down his budget. This, however, was not realized, and sugar held at the $6.80 mark, Montreal basis, through the remainder of February, all March and to the middle of April, when a decline of 15c was registered, bringing the price down to $6.65 cwt., which has held ever since. This price, it will be noted, is just $2.20 cwt. higher than the corresponding price a year ago.

At the time of the 15-cent decline in April, few could see the exact reason for it, apart from competition considerations in the Canadian market. Since that time sugar has advanced in New York, but owing to the strenuous competition in Canada, and the fact that sugar is being bought on a hand-to-mouth basis, no reduction has been made here. Just

(Continued on page 43.)



This illustrates in brief the remarkable advances in sugar last year due to war conditions.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, JULY 2, 1915 No. 27

On the Fringe of Success

A GROCER went out of business in a Canadian town the other day, who was just on the fringe of success. He was a bright, energetic fellow who worked hard and who was a splendid salesman. He showed good windows, advertised occasionally in the local paper and was a man well known and well thought of about the town. He was indeed a man whom everybody believed was making a success of his life's work. Business appeared to be coming his way, and there was every prospect that in a few years' time, he would be listed among the successful grocers of that part of the country.

But he had just one failing—at least, just one that presented itself on the surface very prominently when the business was being wound up. He was dilatory in the matter of getting in his money. It was a hard thing for him to say "no" to a credit applicant. And so when he failed his books were well filled up with accounts which had been running so long that it was almost out of the question to collect them. He went strenuously after business but not after the collections and so he failed on the fringe of prosperity.

Wonders of Transport

WHEN it is mentioned that 2,000 tons of goods —food and other necessities—are sent every day from the base depots to the firing line of the British army, some idea of the gigantic task of the army service corps will be gathered.

This enormous weight of goods says Harold Begbie, in London *Tit-Bits,* goes almost entirely from England, for the British are not buying in France even so perishable a necessity as milk. Vast stores are sent from England and loaded into sheds at the base depots.

All day by motor lorry and railway truck supplies for the troops are sent out from these base depots to stores as near as possible to the firing line. And just as reserves are accumulated in the docks, so reserves are acumulated near the front, since an accident to the railways might cut off the fighting soldiers' supplies.

On one occasion there was a delay on the railways of thirty-six hours, but not only did the soldier at the front get all his food and ammunition, but he did not even have to draw on the reserves I have mentioned; regimental stores were sufficient for his need. Everything goes by clockwork. There is no room for an accident.

Bananas in Hot Weather

WITH the opening up of the warm weather in real earnest the problem of making a profit on fruit during the hot weather presents itself once more to the retail dealer.

It is a well established fact that a great many grocers do not make any money out of fruit in the summer time for one reason or another. Care in buying, handling, displaying or selling is lacking somewhere.

Consider the banana for instance. Despite the fact that it has a thick skin, the banana is one of the most tender of fruits. A current of cold air during the ripening period for instance prevents it from maturing properly. If it is bruised in the handling it decays. Probably one of the great reasons why so many lose money in bananas is the fact that they buy them in too large quantities. There are to-day wholesale fruit men located in many centres, who are in a position to ship on a day's notice to their customers. Why should not bananas be ordered as sold? Some retailers too, purchase inferior bananas just because they get them a few cents cheaper than the better quality. The cheaper grades are, of course, more susceptible to decay than the better ones.

Then there is the point of displaying bananas to get the best results. The majority of men who understand this will tell you that bananas displayed in hands, cut off from the bunch, sell better simply because a better showing of them can be made. If the banana is sound and of the proper color, the customer will notice it more quickly if the fruit is shown

in hands than if it is hanging on the bunch. Canadian retailers could very well take a lesson from those of our Italian friends who go in for the selling of fruit. They invariably show their bananas in that way. When too the fruit is cut off from the bunch, the dealer can tell exactly just how many dozen he is going to have for sale and by looking up his invoice, he is in a better position to determine a selling price upon which a profit can be made. There are dealers who lose money by not knowing the quantity of bananas in a bunch.

Destroy the Fly

WHY not make your store a flyless store? It can be done for many are doing it. A store full of flies is one of the worst advertisements a grocer can possibly have. This is an age of cleanliness and because the fly is unclean it has become necessary that it be eliminated from places where foodstuffs are sold. A window display of foodstuffs, no matter how attractive it is shown, is of little selling value if it is spoiled by the presence of flies.

In the first place if flies are to be kept away from the store, the cause of them must be eliminated. Flies breed rapidly in refuse and manure heaps in the back yard and around the stables and unless these are removed at least every nine or ten days, the place has a small chance of being immune from this notorious pest. Garbage cans, drains, refuse heaps, etc. should be freely sprinkled with chloride of lime, lye, etc., and this will go a long way in preventing the flies from securing a favorable breeding resort. Better still, however, remove the cause entirely. If there are swarms of flies in the immediate vicinity of your premises, screens will be necessary to keep them from entering the store. If the entrance is so constructed that a double set of screen doors can be used, a very effective barrier is the result. There are many stores throughout the country with these double sets of screens and it is almost impossible for a fly to get through them both if any degree of care at all is exercised. Not only however, should the front door be screened, but also the rear and side doors. Flies will come in there just as quickly if not more so than by the front entrance. They probably have a depraved idea of social etiquette in this respect. The back door is just as good to them as the front.

If every precaution is exercised a grocer does not need to worry very much about the flies. Screens on fruit and hanging from the ceiling, covering the shelves are an inside protection of a very valuable character once the fly has run the gauntlet of the screen.

Fruit Crops Promise Fair

REPORTS from the Niagara district indicate that this year Elberta peaches will be from a fair to a good crop, with other varieties very good. On the whole, cherries do not promise as good a crop as last year, frost having caused considerable damage to them as well as to plums. Currants, gooseberries, raspberries and blackberies all give promise of a good crop, though there was considerable winter killing of raspberries.

Reports come from many districts to the effect that grapes, especially back from the lake and in low places suffered considerably from the frost of May 27. It is believed that the total crop will be affected some 25 per cent. or more. Early and late pears are generally light with the exception of one or two varieties. But taking into consideration the damage done by frost there is every indication that the fruit crops generally throughout the Niagara district will yield well this year, providing we have seen the last of the cold weather. The continued cold has been causing many growers to look for rather a heavy drop of fruit.

Apples appear to be from a fair to a good crop, east of Toronto, in the counties of Ontario, Durham, Northumberland and Prince Edward, probably 70 per cent. of that of last year. Some summer apples including the Duchess will likely be nearly a full crop. Spies, however, are only fair, as well as greenings. Baldwins and russets look to be coming along splendidly. Ben Davis are very good. In the counties of Halton and Wentworth, apples are reported generally to be from a fair to a light crop, with Spies and Kings better than other varieties. About the same reports come from the county of Norfolk. In Huron, Grey and Bruce and Simcoe the frost has done considerable damage, some reports stating that the apple crop was almost ruined.

While the apple crop will not come up to that of last year by a considerable percentage, there should be a fair yield with the prospect of higher prices.

Canning factories are offering the growers from $1.50 to $1.60 per 24 qt. crate for strawberries and around $1.65 for raspberries.

Editorial Notes

THE MAN who never made a mistake never made anything.

* * *

THERE ARE just as many new ideas to be developed as there have been in the past.

* * *

THE RETAIL dealer is the last word—the balance wheel between his customers and the manufacturer.

* * *

THERE ARE hundreds of grocers making good money out of cooked meats these days. Why not you?

* * *

MANY QUALIFICATIONS are necessary to become a successful grocer and one of them is the necessary capital.

* * *

NOW IS THE time to go after the sugar trade — connect it up with fruit preserving and best results will be secured.

* * *

JUNE HAS certainly been playing some pretty pranks this year, but surely the guess that warm weather there is at hand is now correct.

* * *

DURING THE past few days orders for $2,500,000 worth of jam has been given to Ontario jam manufacturers, according to a report from the Canadian High Commissioner's Office in London, England. It looks as if Canada is just now commencing to get her share of the big war order contracts, all of which is going to be of considerable advantage to the country as a whole.

Cardwriting Made Easy

by R.T.D. Edwards

Lesson No. 7.

IN this lesson I have taken up an entirely new phase of brush work—brush stroke Roman lettering. To some beginners this class of work may at first appear very difficult, but when mastered it is comparatively easy and is used extensively by showcard writers.

In this lesson I will also explain how the card writer, who is unable to secure prepared materials for card-writing, can mix his own colors from materials which may be secured from any hardware or drug store. Cardwriters thoughout Canada and the United States use the "brush stroke Roman lettering" quite extensively, on cards which are to be executed quickly and yet are expected to have the appearance of well-finished work. In this style of lettering all strokes are made with one sweep of the brush. To some beginners it may appear rather difficult to make wide and narrow strokes with one stroke of the same brush, but nevertheless it can be done, and when you have acquired the knack, you have the secret of brush stroke Roman letter.

Getting the Brushes Ready.

One of the most important things to bear in mind is that your brush must be kept in perfect condition. All expert card-writers take pride in having well-cared for brushes.

Fig. 3 accompanying this article shows a side and a front view of a brush in good working order. The brush after being filled with color must be worked out to a chisel point on a piece of cardboard or glass, and must be kept in that shape in order to do the work properly.

The wide lines are made with the full width of the brush and the narrow lines are made by turning the brush sideways. This can be accomplished by rolling or turning the brush between the thumb and fore-finger.

Charts of Letters and Figures.

You will observe that the charts accompanying this article show the upper case of the alphabet and numerals. The lower case to the alphabet will appear in the next lesson (No. 8). On examining the chart please note the letter "A",—this letter is a good example. You will note that on this letter as well as on all others the strokes are numbered—and the small show the direction of the stroke. In the letter "A", stroke No. 1 is made with the side of the brush. Stroke No. 2 is made with the full width of the brush. Care should be taken in executing the work where the two strokes meet at the top of the letter. Stroke No. 3 also shown in letter "A", is a more difficult stroke than the others and requires considerable practice. It is made by holding the brush firmly between the fingers and drawing a "wavy" stroke. The spurs on the letter "A" and similar ones on all other letters are made with three distinct strokes—all being made when the color is low in the brush. The narrow portion of the brush is used mostly in making the spurs.

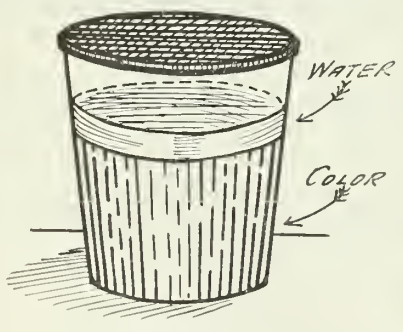
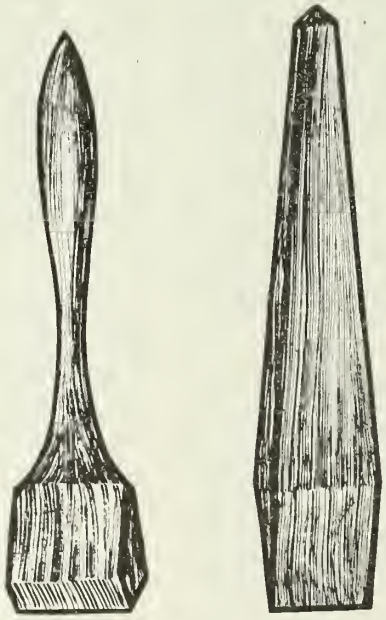
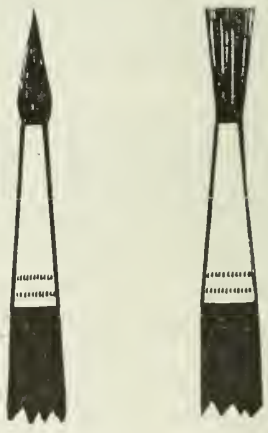


Fig. 1.



Suggestions for Home-made paddles for mixing color

Fig. 2.



Side View — Front View

Showing the proper shape of brush for making "Brush Stroke Roman."

Fig 3.



Work Quickly on Curved Lines.

The letter "C" must be made quickly, as all letters with curved lines must be. No finishing stroke or spurs are required if the brush is lifted properly. The letter "D" is a two-stroke letter with the same class of spurs as the letter "B". This stroke should be practised many times.

Letters "E" and "F" are more difficult. I would like to direct your attention to the spurs at the right of stroke No. 2 on letters E and F. These spurs are made with one stroke and this can be accomplished by turning the brush in the fingers and lifting at the same time. Stroke No. 3 on letters E and F is similar to stroke No. 3 of the letter "A." This stroke requires much practice and the beginner should not become discouraged if he at first encounters difficulty in doing this work. The letter "G" has three main strokes. No. 2 stroke is finished without a spur. The spur at the top of stroke No. 3 is just the reverse to the strokes on letter "A."

In making the letter "H", care should be taken to get the two down strokes of this letter the same width at all points. Stroke No. 3 should be slightly above the middle of the letter.

The most important point in making the letter "I" is to get it correctly at right angles with the guide line.

The "J" is a two-stroke letter, the practice secured in making preceding letters is found most useful in arranging the formation of this letter. In making the letter "J" be sure and see that the line curves before it touches the lower guide line.

The formation of the letter "K" is also rather difficult and it will be found that a great deal of practice will be necessary before you are able to make the letter easily. The student should note that the spurs at the end of stroke No. 2 must not extend as far to the right as those on the end of stroke No. 3.

Letter "L" is a two-stroke letter. The spur on the end of stroke No. 2 is made in the same manner as that of stroke No. 4 of the letter "E."

The most difficult part of "M" and "N" is the finishing of stroke No. 2. This being a wide stroke the brush must be brought down full width and when near the bottom the edge must be turned to get the narrow point. Note the exercise preceding the letter "N." The spurs on the ends of the narrow strokes are also rather difficult for beginners. They are made the same as on the wider strokes but more care must be exercised to keep the brush from overrunning the narrower lines.

Care and practice is necessary in making the letter "O". It is a two-stroke letter the card-writer should use care in joining the strokes.

In forming the letter "P" the end of stroke 2 should meet stroke 1 mid-way between the guide line.

The letter "Q" is simply the letter "O" with the addition of stroke No. 3 as shown on the chart. Stroke No. 3 requires much practice.

The letter "R" is similar in construction to the letter "P" with the addition of stroke No. 3. The end of the stroke extends slightly beyond that of the above loop.

The letter "S" is made with three strokes without the necessity of spurs or finishing strokes. The end of stroke No. 2 is very often extended to the right of the lower part of the letter, for purposes of effect only. I would advise you to stick to the formation shown in the chart.

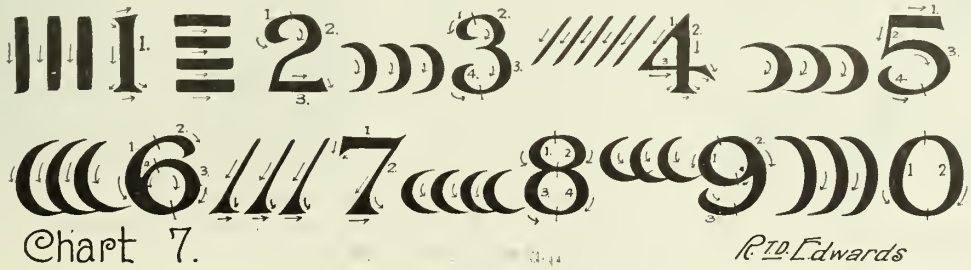
In forming the letter "T" stroke No. 1 should meet stroke 2 in the centre. The spurs of this letter are made with one sweep of the brush.

In the letter "U," strokes No. 1 and 2 do not reach the lower guide line. The brush should be stopped within a quarter-inch above this line. Stroke 3 joins strokes 1 and 2.

"W" is a Difficult Letter.

The letters "V" and "W" are somewhat similar in formation. Stroke 3 of the latter is one of the most difficult strokes in the whole course. It has to be started with the edge of the brush and brought down with a wide stroke and ending by turning brush to get the point. In forming the letter "X," stroke 2 should cross stroke 1 about half way between the guide lines. The three strokes forming the letter "Y" should be joined at equal distances between the guide lines. The spurs of the letter "Z" are made with one stroke and should not extend beyond the points above or below them.

In the chart showing the figures, it will be noted that the same brush stroke idea is followed out. If any difficulty is experienced by the beginner it will probably be with the letter "7", as it is



usually considered the hardest letter to balance up.

Work on the Numerals.

Figure 4 will give you a good idea how to start practising this work. Draw out the guide lines about an inch and a half apart, and with your No. 6 red sable brush practise each letter and exercise in the whole chart. Do not skip any of the letters. Take each one up in turn and don't forget that constant practice will soon make you perfect. Accompanying this article in addition to the charts and figures, are two seasonable show card suggestions in which the lettering is, "brush-stroke Roman."

Card writers and students sometimes experience difficulty in securing proper colors. This applies more especially to those located in small towns where there are no art supply stores. Some card writers prefer to send away to some of the large supply houses for materials, while others would rather purchase materials locally. For those who wish to secure supplies locally I will explain how the card writer can mix his own colors and have them whenever he wants them, and also have almost any color he may desire.

In every town there are hardware stores where painters' supplies are sold. At these stores you will find that a good assortment of dry paint colors is always carried in stock. These colors range in cost from 5 cents per pound upwards according to the color and quality.

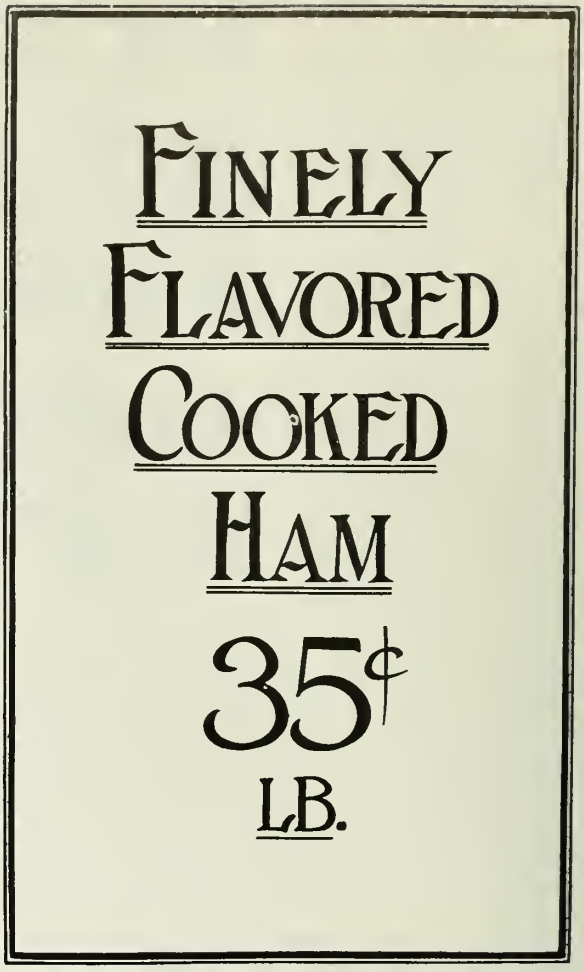
For the beginner I would suggest the following colors, ultramarine blue, vermilion, chrome yellow and white and black.

In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. black. (In the next lesson I will take up in detail the mixing of two or more colors to secure certain desirable shades. One pound or even less of each color will be plenty to start with and will last for a long time. First secure five glass jars similar to jelly jars with tin covers. Tin receptacles should not be used because they rust, use glass containers if available. Glass jars with screw tops are the best because the contents are kept air-tight.

Adding Mucilage.

After placing the dry color in the receptacle, filling about two-thirds full pour in small quantities of water mixing thoroughly until the contents are thoroughly mixed





A card that could be used to advantage just now on the provision counter.

and all lumps have disappeared. Enough water should be added until the mixture flows like thick syrup. Add about three teaspoons of good clear mucilage to the mixture. After again mixing thoroughly place the cover on tightly and allow to stand for one or two days. The mucilage is added as a sizing and prevents the color from rubbing off after it has been applied to the show cards. Gum arabic, obtainable at drug stores, is the best kind to use. It is almost colorless and does not affect the color of the paint. It comes in dry form and must be dissolved in hot water before being placed in the color. Black is used more than any other color. Most card writers use dry drop-black and mix it as needed. Should the colors become lumpy after mixing add a small quantity of wood alcohol. For white use dry zinc white or flake white and proceed in the snme manner as with the other colors.

In all hardware and paint shops you will also find that they carry distemper colors in glass containers. These are dry colors ground in water and are often used by show card writers. In using distemper colors, just mix what is needed at one time and do not attempt to mix up the whole contents at one time. Distemper colors can be thinned down as required. In order to keep the coloring in good condition, follow the suggestion given in Figure 1 by keeping the color covered by water. This will prevent the color from drying out and save much time which might otherwise be lost in softening colors.

Figure 2 shows two styles of paddles for mixing colors. These are only suggestions. There are many other shapes, you can make, that will serve the purpose. Paddles can be easily made from cedar or pine and all card writers should keep a supply always on hand.

London Grocers Picnic at Detroit

Despite Cold of Early Morning a Good Crowd Was on Hand — Visit Windsor, Sandwich and Walkerville on Way Over—Many Attend Big League Ball Game—There Was Fun Galore.

LONDON, Ont., June 30.—(Special).—The London Retail Grocers' Association ran their eleventh annual excursion to Detroit on Wednesday, June 23rd. The weather in the morning was more like the 23rd of April. Many of the grocers were wearing their overcoats at the depot that morning, but when they got to Detroit they wished they had left them at home. The sun came out in all its splendor, as if welcoming them and their friends. It was a perfect afternoon, but at least 200 remained at home on account of the morning conditions. However, there were 600 of London's fair wives and daughters with their husbands, etc.

The train had not gone many miles before the energetic committee got to work with their baskets loaded with oranges, bananas, sandwiches, olives and soft drinks of all kinds, even buttermilk. Every person on the train had their desire and more of the good things. The McCormick Manufacturing Co. and the D. S. Perrin Co. gave every person a souvenir box of candies and biscuits, which were greatly appreciated.

Fun in the Car Ahead.

It was in the baggage car ahead that the grocers themselves congregated. There was a good supply of grape juice, orangeade, etc., and cigars. Solos, choruses, and the latest jokes were the order. The smiling countenance on every one bespoke of enjoyment, which was real. It was a picture that would do anyone good to see, and would sure make you forget your troubles if there were any. The caterers were Gordon Drake, Harvey Ellis, and George Ecclestone, and they certainly were at home behind the counter. One could not help having another one on their request—and a cigar for good measure. They couldn't have done better if you were paying them an old account.



J. W. EEDY,

President of The Retail Grocers' Association, of London, whose excursion to Detroit was again successful.

President Eedy and Secretary Harley had charge of the basket brigade. They had working under them Alderman Adam Palmer, J. A. McFarlane, Harry Ranahan, Harry Hooper, E. J. Ryan and John Diprose. They served everything and anything, with the exception of the old cheese and crackers—that was left for the men in the buffet.

Ed. Ryan, assisted by a number of grocery clerks, looked after the vocal entertainment in the baggage car, and everybody joined in the chorus. Market Clerk Charles Maker acted as doorkeeper for the sixth time. On arriving at Windsor, the grocers were entertained to an auto trip by the Neale Bread Co., assisted by the Board of Trade. They were shown through the Neale Bread Company's plant and the now historical Peabody plant. The blowout of the Peabody plant, by the way, was greatly exaggerated by the press reports, as the damage will be less than one thousand dollars. They were also shown all through Walkerville and Sandwich. Many Windsor and Walkerville grocers lent their cars for the occasion, among them Messrs. Nairn, Fraser and Hawthorne. The trip was enjoyed by all, and the ladies particularly. The crowd then scattered for Detroit. Many took the pleasure steamer to Belle Isle, others looking through big stores. Still others went to the theatres, but the large majority of the men went to the Baseball Park to see Detroit and St. Louis play. The score was two to nothing in the seventh in favor of Detroit, when St. Louis scored two runs, tieing it up, and for a time looked as if they were going to win; but Ty. Cobb finished the job up handsomely. Detroit won by 4 to 2. Gordon Drake and Tom Shaw were reported lost earlier in the day, but were located at the ball game.

Talk about your Barney Oldfield. Harry Harley's brother has him beaten a mile on speeding. Joe Beechey is not yet over his scare, and he is a speed artist himself on London streets.



HARRY HARLEY.

Secretary of the London Association, and a hard worker for the success of the event.

Grocers' Friends on Hand.

Harry J. Neale, of Neale Bread Co., and their London manager, Mr. Bridge, accompanied the grocers on the train, as did also N. Ripley, of M. Masuret & Co.; James McKenzie, of J. X. L. Spice Co.; Joe Beechey, of Hunt Bros.; W. Hungerford, of A. M. Smith & Co.; Harry Bell and Eddie Richards, of Scandrett Bros.; P. C. Powell, of Sunlight Soap Co.; W. Dowell, of Edward Adams Co.

A special train left Detroit at nine o'clock p.m. for London, and arrived about midnight, in time to get a street car home. Many remained over till Thursday night.

On the Side.

President Eedy and Secretary Harley were in evidence at all times, making everybody happy.

* * *

Tom Shaw and Gordon Drake had to take in the burlesque show—the fat man gave it away.

* * *

The next time Dan Carter goes to Detroit he is going to take a trunk.

* * *

You would have thought it was the 17th of March, to see the committee with their green badges.

The Toronto Grocers at Cobourg

One of the Biggest and Best Excursions Yet Held, Despite Unpromising Weather in the Morning—Many and Varied Contests—Grocers Win the Ball Game—Tugs-of-War Were Exciting Events—The 1915 History of the Big Event.

Special Staff Correspondence.



Some of the Judges: Dave Bell, Jerry Burns, Donald McLean, Billy Miller and Neil Carmichael. J. S. Bond is behind Bill Miller's cigar.



On the fore deck — Pitching marbles into the basket. See Announcer Dave Clark with the megaphone and J. S. Bond in the rear.



Three old-time ball players—Milt Cork, Jerry Burns and Fred. Thorne, in the game for 21 years.

COBOURG, Ont., June 30. — The 1,013 excursionists who came here last Wednesday on the Toronto Grocers' Excursion bore ample evidence of the same spirit that is carrying our boys to victory at the front. The uninviting atmospherical conditions of the early morning would have dampened the excursion ardor of a great many, but not the indomitable "Admiral" Neil Carmichael and his lusty followers. The result was one of the biggest and best excursions the Toronto grocers have run in their 30 years' career, for just as the grounds were being approached in the early afternoon, sufficient blue sky was observed to make a man a pair of the proverbial trousers and inside half an hour everybody could have had them. From that time on, there was scarcely a cloud in the sky and the picnic became an unqualified success.

As with every Toronto grocers' excursion, there were contests galore and everywhere — fore and aft, starboard and port, and these were again multiplied on the pretty picnic grounds on the shore of Lake Ontario at Cobourg. There were marble throwing contests, guessing contests, a ball game, all kinds of running races for the children, middle aged and old folks and mixed up with the whole thing there was a lot of fun. One pleasing feature of the excursion this year, was the large number of grocers present. There were more than ever, and this is no doubt attributed to the amalgamation of the former Retail Grocers' Association and the Retail Merchants' Association since the last annual picnic. J. Milton Cork was the excursion secretary, and he received congratulations from all sides on the way things were conducted both on the steamer and on the grounds. There wasn't a break in anything—except in the tug of war rope, and it wasn't strong enough for the dozen 200 avoirdupois men among the grocers.

Contests of All Kinds.

There were tea contests, soap and ammonia contests, contests put on by a meat extract firm, metal and floor polish firms, computing scale men; coffee and blueing men, etc., etc. There were in fact so many of these competitions that it would have required the staff of the London Times during war time to collect everything. The only occasion, however, that the war correspondent of Canadian Grocer was required, was at the conclusion of the tug of war contest, when a rope strong enough had been secured; but more about that later. One of the features of the running races, particularly where the ladies were concerned was the manner in which the judges looked after the winners. Dave Clark, Neil Carmichael, Donald McLean, "Billy" Millers, Jerry Burns, Fred Higgins, et al., deserve special mention here, more particularly the first mentioned. The way they seized—that is seized the opportunity—to arrest the progress of the feminine marathoners when they reached the finishing line, was easily worth the trip. Fred Thorpe, W. J. Parks, W. J. Nichol and E. M. Trowern had to forego this pleasure because they were assigned to the more prosiac duty of starting the runners.

For the time being that will be enough for the generalities. Now for the particular events which figured prominently in the day's outing. On board the "Turbinia" going down, in face of a fifty or sixty-mile breeze that felt as if it came somewhere from the Arctic regions, the marble throwing contests were held. Some carpenter among the grocers made a tripod, tin pail and barrel arrangement in which the marbles were to be thrown. This does not mean that they all reached their destination, but at any rate a sufficient number hit the tin ware to get Fred Higgins a $50 computing scale, and Jerry Burns a gold watch—it should of course be remembered that Jerry Burns has been playing baseball with the Toronto grocers for the past 21 years. Harry Macdonald led in another and drew a box of soap. Fred Higgins' win of the computing scale, donated by the Brantford Computing Scale Co. was a popular one, but it was only secured after a throw off with Jerry Burns and some others.

In the contest open to grocers who are members of the Grocers' Section of the R. M. A., Jerry Burns, as intimated, was the winner, and he secured a handsome gold watch for his few exertions and good markmanship. Milton Cork was second in this event, Donald (long o please) Nicholson was third and Harry Macdonald fourth. The N. K. Fairbanks open competition in marble throwing was won by Harry Macdonald with Nicholas Brown second, T. Sharp third

and G. H. Thornley fourth. There were no less than 65 contestants in this event. There was still another marble throwing contests on the grounds for the travelers over 50 years. This was won by Mr. Murphy with Jack Wright second.

Some Fine Sprinting.

One would never have known from the speed displayed by some of the grocers in the foot races that they were suffering from headaches, lumbago and other troubles. Nevertheless that was exactly the case. In the race for grocers 45 years and under, W. J. Parks showed his heels to the rest of them with F. C. Higgins second, D. W. Clark third, and J. Porteous fourth; and then too considering the fact that a large object moving through the air has to displace several cubic inches of the atmosphere, one was astonished to see the rapid strides of the fat men. This was won by Harry Macdonald with Fred Thorne second, "Dave" Clark third and H. Newton fourth.

Still another race demonstrated that the married grocers have had splendid training in making quick get-aways. It was won by Fred Thorne, with W. J. Nichol second, G. H. Thornley third, and W. J. Parks fourth.

One of course would naturally expect that the travelers can run fast and so they can. Any man who has to chase for a train every other morning of his life, as well as chase around for orders ought to be in shape for a hundred-yard dash at any time. This contest was won by H. S. Dallimore, followed by R. Barton, J. Barton and W. C. Patterson.

Just now there is a race on among the officers of the Retail Merchants' Association, who are conducting a big membership campaign in Toronto. "Billy" Miller, who is at the head of this organization work, entered this race and naturally won the prize. As a runner he is second only to a megaphone announcer. J. C. Doyle arrived a close second and Provincial Secretary E. M. Trowern easily trimmed the rest of the field in a walk. The lady grocery clerks also ran a race. This was won by Miss E. Varnell, followed by Miss M. Wilson, Miss R. Leigh and Miss Flora Macdonald. Soap, no doubt, would have been a splendid prize for this race, as it will surely be needed to bring the flounces and lingerie back to their original immaculate condition. In the race for the wives of grocers Mrs. A. Curry, of Bloor street, crossed the rope a winner.

The Men With the Pull.

And now for the tug of war. As already intimated, the first attempt was a failure, because of the fact that a rope is no stronger than its weakest strand—and the way the grocers piled up one on top of the other reminded one some what of a train wreck without the train. Some Cobourg enthusiasts, however, searched the town and came back with one that stood the test. First trial in this was won by the following six grocers:—Ferguson Giles, F. C. Higgins, Robert Dowson, Neil Carmichael, W. J. Parks and D. W. Clark. There were two other teams in this contest, one including Fred Thorne, Milton Cork, Harry Macdonald, Nicholas Brown, W. Gillespie and John Whelpdale. The third team included Jerry Burns, C. Collard, J. C. Sharp, W. J. Nichol, E. Sharp and T. C. Scott.

Canadian Grocer does not attempt to



1—Jerry Burns arranging for the tug-of-war.
2—The tug-of-war just before the rope broke.
3—J. S. Davison and Donald Nicolson, who are just learning to play euchre.
4—W. J. Parks and W. J. Nichol on field duty.
5—Chairman Neil Carmichael throwing marbles for the scale.
6—Making ready for the sports—W. J. Nichol, E. M. Trowern, Fred. Higgins and D. W. Clark.

say which of these won the second prize, but if anybody would like to know they might ask either Fred Thorne or Milton Cork on the one team, and W. J. Nichol or Jerry Burns on the other—but be very careful that men on opposite teams are not present when the inquiries are being made. The veteran grocer J. S. Bond was the official referee for this event, and so has ideas on the matter. Nevertheless the tug of war was a very exciting event and one that will live long in the annals of these historical picnic events.

Grocers Win Ball Game.

Last but not least we come to the ball game. This was a glorious victory by the Grocers over the Travelers, the score being 13 to 10. The initial proceedings of this event looked as if the travelers were going to get the hats but Fred Thorne and his team came through in the next innings with 9 runs, which, as the sporting editors say, "put the game on ice." The grocers' team included Fred Thorne, Jerry Burns, Milton Cork, Jim McLean, W. J. Nichol and Messrs. Fawcett, Haffey, Brown and Irving. The travelers' team included Geo. Patterson, W. C. Patterson, Messrs. Davidson, McBurney, Littlejohn, Wiley, Wilson, Lane and Hamilton. With Fred Thorne on first, and Jerry Burns pasturing in the out field no wonder the grocers won. Mr. Bond was here again the official referee, and escaped unscathed after the game with the exception of the customary "complimentary" remarks an umpire always receives.

And so endeth the story of the 1915 picnic.

On the Side.

Neil Carmichael and his lieutenants may well feel proud of the success of the event—the treasury will be enriched by a few hundred dollars at least.

Some of the boys were in the Cobourg jail—upon invitation of course.

Did anybody say John Davison would sooner play euchre than eat?

Wes. Williams' of Red Rose Tea, and "Billy" Miller's court session on board the boat was one of the funniest yet.

Where was Grocer Fitzpatrick from Lambton Mills? Edwin Raymond was hunting for him all day.

If you want to know the correct time ask Jerry Burns.

The Welch Grape Juice Co. had a demonstration on board—and R. H. Roberts had many callers during the trip.

In the R. M. A. staff race, E. M. Trowern was an Easy third.

"Davy" Bell was glad the grocers' picnic and Herb Lennox's didn't come on the same day.

"Bob" Dowson the Queen west grocer showed that he is a useful commitee man—he was always on the job.

Bailey Snow says the crops look well around Cobourg. Several rural citizens thought Bailey a parcel post inspector.

When it comes to "active service" as applied to baseball, the grocers have five actors who have been on the job since '94—Fred Thorne, Capt. and 1st baseman; Milt Cork and Jerry Burns, outfielders; Dave Clark, official scorer, and J. S. Bond, the general umpire.

Fred Higgins and Jerry Burns were long shots in the marble game, but finished well. 'Tis said that since the first contest at London they have been practising daily in The Back Shop.

Some lady said Ed. McCoy and Harry Brown were the captains of the good looking euchre teams.

Harry Macdonald demonstrated that he is still an active member of the Beef Trust Sprinters' Club.

John Davison, Donald Nicolson, W. J. Parks and Wm. Forster were right on edge for the euchre game: have an eye on them when it's pulled off.

Bill Dallimore is a grocer one day a year—on "picnic day."

Some Wednesday the ball teams are going to play a real game of "nine innings." Then McCaffrey may sign up a few to help Clymers climbers climp up instead of down.

Captain Fred Thorne's ball team were all wearing new hats last Sunday.

The Red Cross tent harbored Excursion-secretary Milton Cork during the day.

Somebody said that "Dave" Clark was the most popular judge in the ladies' races.

"Lord Kitchener"—the X Y Z in announcing—divided his time between calling out the various events and telling secrets to the canines that crossed the course.

If it hadn't been for the Comfort Soap guessing contest we never would have known the number on board.

The grocers' ball team certainly finished strong. It brought to mind the garrison finishes made in the 90's, when Sykes, Tom Holmes, Bob Davies and Tom Clark formed part of the old guard. "Lord Kitchener" was on deck, but "Bobs" Davies, Stewart, Maxwell and Williamson didn't risk the weather.

THE CHERRY TO SELL NOW.

Each retailer should make a big feature this week and the beginning of next of Ox Heart Cherries, both the big white and black varieties. According to the Niagara Fruit Growers, this is the time of the year when the Ox Heart cherry is at its best. The time to get after this trade is right now.

Letters to the Editor

Editor Canadian Grocer,—The American Express Company has developed a system of revenue which yields a handsome return. While the system is profitable for the company, it is only made so by the imposition of a charge of ten cents on each consignment entered in the train manifest for the customs at the port of entry into Canada.

The customs law requires all common carriers to make a report of cargoes imported as well as consigner's name and destination. If such goods are to be forwarded "in bond," to be cleared at an inland port, triplicate manifests must be made by the forwarding company. The writer had many years' experience in railway business and can vouch for the fact that no charge was levied for such service.

On a consignment for which a charge of twenty-five cents is made under the legalized freight tariff, a further charge of ten cents is made for manifesting same. To make the matter clearer—40 per cent. is added to the tariff charge for a service that they are obliged to perform.

Shipments from New York and Buffalo, via the port of Bridgeburg, destined for Hamilton, Toronto and other large centres, are very numerous, and would yield a handsome revenue if reported separately, but as they use blanket manifests, covering as many as thirty consignments, the system is vastly more profitable. Has such an addition to the tariff charge been sanctioned by the Railway Board? As the Express Company is the only one making such a charge, I conclude that it is not an authorized charge or other transportation lines would be working the gold mine. This charge has been levied since the company was compelled by the United States Service Commission to revise and reduce their tariff charges.

On foreign shipments entering the United States ports practically the same manifest system is used, but no charge is levied on importers.

It should be the duty of the Canadian Railway Board to order another revision and compel the express company to pay their own expenses in connection with the customs as the railways entering at this port are now doing and have always done.

C. W. VAHEY.

Bridgeburg, Ont., June 22, '15.

Murray Bros. general merchants, Viking, Alta., have sold to Wittman and Waugness.

THRO' OTHER SPECTACLES

Where Woman Reigns

New York Sun.

An Oklahoma man laid violent hands on his wife because she gave him ham, eggs and toast for breakfast, although he had commanded her to cook pancakes.

The judge, a Daniel come to judgment, fined him $25 and costs, taking judical notice that ham and eggs with toast is a competent and savory breakfast, and memorably ruling that a married man's dominion and authority didn't reach into the kitchen; which by necessary inference is not run a la carte. Sound if not kind doctrine. In the matter of food the person bonded in matrimony must take meekly what he can get and disabuse himself of the fantasy that the dining room is a restaurant.

* * *

Co-operators and Their Dividends

The Grocer, London, England.

It is the custom of those who support co-operatism to point out that this movement is for the benefit of the laboring classes. The philanthropic aspect of co-operation is the continual theme of many so-called social reformers, clergy and other public speakers who advocate the adoption of the co-operative system. The co-operators themselves never fail publicly to announce anything they do in what may be called a charitable direction. It is instructive therefore, to note that occasionally the selfish character of the co-operative movement comes into the daylight, and perhaps no more striking evidence of it could be found than at the recent half-yearly meeting of the St. Cuthbert's Co-operative Association held in Edinburgh. Some of the more philanthropic members of this society brought forward at the meeting a motion to the effect that during the war the price of goods should be reduced to allow the poorer members to remain loyal to their society, and in order to do this they desired to carry a resolution that the dividend should not exceed 2s. 6d. in the £. This, of course, touched the pockets of the members, and the value of their philanthropic feelings found expression in an ignominious rejection of such a proposal. Occasionally the independent reporter at meetings of co-operative societies is able to indicate the true feelings of the majority of the members as exhibited in the continuous demand made by them for dividends. These instances are conclusive evidence that, whatever our philanthropists may say, the co-operative movement is simply a form of joint stock trading, the shareholders in the movement being as eager to make gains as are the shareholders in any other commercial concern. The sooner this is recognized, alike by philanthropists and cabinet ministers, the sooner will justice be done to the ordinary trading section of the public. It is a gross injustice that statutory privileges should be given to co-operative societies which are not afforded to any other section of the trading community, and this fact cannot be too constantly pointed out if fair play is to be secured.

* * *

The Black List

The Enterprize, Chesley, Ont.

Chesley Retail Merchants' Association has a black list. It certainly can't be called the honor roll. We were shown the list of dead beats on Tuesday, and learned that the black-listers are being sued jointly for accounts they never intended paying if they could legally get out of them. There are some on that list whom we think are trying to be honest men and they should see that their debts are squared away and their names removed from the dishonor roll. There are also veteran dead-beats on that roll, and it would puzzle a committee to decide which of them should be placed at the head of the list.

* * *

Cotton's New Use

Wall Street Journal.

Cotton is being blown up now at a faster rate than at any previous time in the history of the world. The use of guncotton in up-to-date warfare is enormous. being used largely in the high explosives; for instance the English cordite is 37 p.c. guncotton.

United States ordnance experts estimate that every time one of the big 15-inch guns of Uncle Sam's navy goes off there is one less bale of cotton, or 500 pounds. One discharge of the 12-inch gun consumes 300 pounds of cotton.

Those same experts figure that it requires one pound of cotton to make one pound of guncotton, the loss in weight being accounted for in the treating of cotton in a mixture of strong nitric and sulphuric acids. One of them estimates that 4,000,000 men on the firing line use up about 40,000 bales of cotton in a week in fairly active fighting, although guesses on that score are necessarily vague.

Powder companies have been very large buyers of cotton.

* * *

Better Times Coming

New York Commercial.

Manufacturers and eastern wholesalers who sell the bulk of their goods through commercial travelers who cover the country twice a year, found that retailers were conservative a month or two ago, but are now inquiring for more goods for delivery next fall. So marked has this change in sentiment in retail circles become that their travelers have gone back over their regular routes for a summer campaign, a thing never before done by them. The men will lose most of their nice long summer holiday but trade is calling them. Shoe manufacturers have found it necessary to cover the ground again in this way. It may be that they showed so many freaks and novelties last spring that the retailers did not know what to buy, but the retail trade of Cleveland, Pittsburg and the Middle West wants to buy more now and to receive guarantees of prompt deliveries as well. The roar and smoke of the steel mills tells them what is coming in the early fall.

TEA PRICES NOW AND 40 YEARS AGO.

(Continued from page 22.)

that there is no more land to be planted out on Ceylon, and not much suitable tea land in India. However, the planting of tea has extended to Sumatra, and the capacity for the production of the plant in Java is almost unlimited. Notwithstanding these things, it is difficult to see how we can hope for any lower prices at present. There is nothing on the horizon which would point to any sort of slump except one which is of the flash-in-the-pan variety. The new heavy buyers of tea—meaning France and Russia—have, we think, come to stay and therefore have increased consumption to an alarming extent. Therefore, as far as can be seen at present, teas are going to remain about as high as they are to-day for some years to come. They may even go higher. If they have got to go either higher of lower, we think they will go higher.

THE CLERKS' PAGE

SELLING SEED CORN.

By P. Hache, Portneuf Station, Que.

I sell seed corn for fodder. I keep always a quantity in a conspicuous place. The customers always object to the price, which is double that of the ordinary corn. I suggest the comparison between a dollar's worth of mill feed and what half a dollar's worth of seed will produce, and the advantage and agreeableness and time spared in feeding the cows with the latter and the quality of the feed. The price is forgotten and the seed is bought, generally in quantity proportionate to the quantity of mill feed usually bought.

INCREASING SALE OF BISCUITS.

By Joseph Dubuc, Quebec P.O.

I have a case which contains about 6 lbs. of biscuits. We mix in this several different kinds, which cost 8c, 9c and 10c. These biscuits are very attractive, some being sugared, while others contain jam or marmalade. We sell them at 12c a pound, or 3 lbs. for 35c. This case is placed in a prominent position on the counter, and clients seeing it inquire as to the price, or sometimes we mark the price on it. We nearly always sell 3 lbs. at a time. Another advantage of this method is that it enables us to mix with these biscuits others which have been slow sellers and which we have been unable to get rid of in any other way. We usually mix eight or ten different kinds in the case. In this manner we sell about 300 lbs. of biscuits a month.

Some time ago we received 5 cases of salmon in half tins which we could retail at 5c a tin. We placed some of them in our windows with the price 5c marked on a show card. We sold the five cases in a month. The public were attracted by the low price and the convenient size of the tins. This salmon cost us $3.80 the case of 8 dozen.

KEEPING THE STORE CLEAN.

One of the important duties of the clerk is to help keep the store clean. Not only should a grocery store be clean and sanitary in every way, but the clerks should have clean hands and should also be neat in appearance. The proprietor or manager who fails to properly instruct his men in such things falls short of doing his duty to himself and his business.

The matter of sanitary stores and kindred subjects is constantly receiving so much consideration in the newspapers and periodicals, that the public naturally expects the cleanest, neatest kind of service.

The delivery boy with the soiled hands is a reflection on the management of a store and anyone who thinks such things pass unnoticed is mistaken.

Some chains of stores, notably one which is going ahead at a very rapid rate, are paying great attention to maintaining clean stores. This is because the management is up-to-date and knows the value of it from an advertising point of view.

The grocer who gets the name of having the cleanest, neatest store in his community and who sees that the clerks are neat both in their appearance and the handling of goods will seldom fail to increase his business by this very method.

The man who can honestly talk up the clean handling of goods in his store in his advertising will score a big hit by so doing. The public has gone from one extreme to the other in this matter, and women will go a long way, sometimes, to patronize what is to them the ideal kind of store.

SHOW CARD SUGGESTIONS.

Pickles—sweet and sour—mixed or not, just as you like.

Canned cherries, fine quality in heavy syrup.

Canned soups take but little time to prepare and make an appetizing dish.

Superior olive oil, tasteless in ginger ale.

Something dainty and tasty, club cheese in tinfoil.

A broom that sweeps clean—light weight.

Ammonia is useful for a great many things, and this is the best.

Your orders will be delivered carefully and promptly.

Fancy cakes and crackers—fine for luncheons, or any meal.

Butter that's better, sweeter, fresher—absolutely the finest quality.

This is guaranteed to be a pure cider vinegar.

Rolled oats from the finest selected oats—free from shucks and dirt.

If you are a "doubting Thomas" come in and let us prove we sell the finest groceries on earth.

Celery—fresh and crisp.

For the jaded appetite see our vegetable display.

Don't forget the grape juice—this is extra fine.

Bring a dollar in and see what it will do here.

All the "fixins" for salads.

Finest lettuce — small leaf, tender, crisp, positively first quality.

All groceries in this store are bought up to a standard and not down to a price.

Gelatine of a dozen different flavors—every one of superior quality.

Coffee that makes you forget everything else you had for breakfast.

Spices with a known reputation for quality.

No picnic is complete without olives—these are extra good ones.

Several kinds of quick-to-get breakfast foods.

Peanut butter is a fine sandwich spread for the kiddies.

Sandwich time is here—peanut butter, cheese and jelly, deviled ham, sliced tongue, and many others. We have them all.

You can't beat these canned beets.—Grocers' Magazine.

SORRY HE ASKED.

The new clergyman was sent for by an elderly lady.

"Oh, sir," she said, "I hope you will excuse my asking you to call, but when I heard you preach and pray last Sunday you did so remind me of my poor brother, who was took from me, that I felt I must speak with you."

"And how long ago did your poor brother die?" asked the clergyman, sympathetically.

"Oh, sir, he isn't dead," was the reply; "he was took to the asylum."—Boston Transcript.

A branch of the Retail Merchants' Association was formed at Carleton Place, Ont., under the leadership of Eric C. Jamieson, district secretary for Eastern Ontario. Ex-Mayor Jas. E. Bennett, butcher, was elected president. G. H. Edwards, grocer, vice-president, and W. H. Matthews, furniture dealer and undertaker, secretary.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

C. S. Phillps, grocer, St. John, N.B., has sold to J. W. Phillps.

George A. McHaffie, manager of the Tuckett Tobacco Co., Montreal branch, has been appointed a transport officer with the 60th Canadian Battalion.

W. A. Black, vice-president and managing director of the Ogilvie Flour Mills Company, Limited, has left for an extended tour throughout the Canadian Northwest.

The "Carisbrook," which sailed from Montreal, June 5, under charter of MacLean Kennedy Co., carrying approximately 140,000 bushels of grain, was sunk by a German torpedo off the north of Scotland. Thirteen of a crew of twenty were saved.

The daylight saving plan is meeting with favor among St. John, N.B., grocery houses. Several St. John wholesalers in addition to closing at noon on Saturdays have cut an hour off in the average day by closing at 5 instead of 6 o'clock during the summer months.

Retailers of Charlottetown, P. E. I., have formed a Retail Merchants' Association. The following officers were appointed: President, S. A. McDonald; first vice-president, R. H. Jenkins; second vice, William Peardon; treasurer, C. H. Black. Ernest Sellar was appointed secretary of the grocery branch.

Ontario.

Robt. Cahoon, grocer, Toronto, has sold to H. L. Martin.

Geo. H. Hopper, grocer, Ottawa, is succeeded by W. G. Cunnyworth.

J. M. Heard is operating a grocery store on Simcoe street, Peterborough, Ont.

White & Co., wholesale fruit dealers, Toronto, sustained a small fire loss last week; insured.

The Ratcliff Paper Co., Ltd., have removed to their new warehouses, No. 44-46 York street, Toronto.

The merchants of Huntsville, Ont., close each night at 6 p.m. except Saturdays and nights before holidays.

Mrs. M. E. Draper has opened a grocery store on the corner of Ontario and Napier streets, Collingwood, Ont.

The Ralston Shoe Polish Co. have moved from 26 McNab street south to 33 Sanford avenue south, Hamilton, Ont.

Jas. Harris, Jr., managing director of the Harris Abbatoir Co., Toronto, was injured in an automobile accident last week.

Private William L. Lindner, reported from the front as dangerously ill, is a son of W. A. Lindner, of Lindners, Ltd., Toronto.

The Noble Manufacturing Co., biscuit manufacturers, St. Thomas, Ont., resumed operations last Monday under the management of H. S. Moore.

Jas. P. Peltier of Fort William, Ont., has taken over the business of Scannells, Limited, commission merchants, manufacturers' agents and wholesale confectioners. Mr. Peltier was formerly in business as a manufacturers' agent in Fort William.

The following Napanee, Ont., grocers have decided to close Wednesday afternoon during July and August: H. W. Kelly, J. H. Fish, The Fair, A. S. Kimmerly, The H. E. Maddock Co., S. Casey Denison, R. J. Wales, F. H. Perry, T. D. Scrimshaw, John Paisley, V. Cowling, Theo. Windover.

A number of Toronto grocers and travelers recently spent a pleasant holiday at Burleigh Falls on the Kawartha Lakes. The party included D. W. Clark, J. M. Cork, T. P. Loblaw, W. McCaw, T. J., R. and J. Medland. It is reported that the water in Black Duck lake took a fall when these grocer-anglers left.

It was announced last week in London, Ont., that the Travelers' Mutual Benefit Association of Western Ontario, organized 29 years ago, had decided to go into voluntary liquidation. Numerous death claims in the past few years are given as the cause. All claims incurred prior to June 19 will be met and the members will make up the deficiency by a special assessment.

Western Canada.

E. A. Hardham, grocer, Winnipeg, is succeeded by T. B. Vickery.

E. P. Milward, grocer, Brandon, Man., has sold his 10th street grocery to L. C. Powell.

One of the oldest general stores in Camrose, Alta., the R. B. Price store, has been sold to J. H. Green of Winnipeg.

On June 5 E. Windfield became proprietor of the Broadway Grocery Co., Winnipeg. H. A. King was formerly proprietor.

The date of the picnic of the Vancouver, B.C., grocers has been changed to July 28. It will be held at Bowen Island.

A. E. Kinnear of the Central Cash Grocery, Lethbridge, Alta., is now occupying the store vacated by Thompson's Grocery, 1112 Sixth avenue south.

The Central Wholesale Grocers and Commission Co. has been formed by Vegreville, Alta., men and will open a wholesale warehouse there in the near future.

W. S. Thompson is moving his grocery from Sixth avenue, Lethbridge, Alta., to the store adjoining P. Burns Co., on Third avenue.

The 1915 officers of the Victoria, B.C., Retail Merchants' Association are: President, W. J. Shortt, of Shortt, Hill & Duncan; first vice-president, J. H. Fletcher, of Fletcher Bros.; second vice-president, E. A. Waterman, Weiler Bros., Limited.

At a recent meeting of Victoria, B.C., retail grocers, the advisability of eliminating credit accounts from their trade, and establishing the same generally upon a cash basis, was considered. A further meeting of the trade will be held at an early date with a view to arriving at some uniform action on the subject.

The following Saskatchewan retailers were in Regina recently discussing with the Government inspector matters in connection with the retail trade, including that of farmers' clubs buying direct: J. L. S. Hutchinson, Provincial Treasurer of the Saskatchewan Retail Merchants' Association, and F. E. Raymond, Secretary, both of Saskatoon; W. W. Cooper, Swift Current; H. D. MacPherson, Regina; S. D. McMicken, Moose Jaw; J. A. Nichol, Radisson; N. J. Soupley, Aylesbury; E. H. Insull, Craik; A. E. Evans, Outlook; and P. M. Anderson, Regina, solicitor to the association.

Nanaimo, B.C., retail merchants have organized an association with Geo. S. Hougham, secretary. Officers elected were as follows: President, W. R. Griffith, manager, P. Burns & Co.; first vice-president, John Sampson, hardware merchant; second vice-president, Harvey Murphy, men's furnishings; treasurer, Chas. Rawlinson, Rawlinson & Glaholm, grocers; executive, R. McRae, McRae & Lucier, gents' furnishings; A. R. Johnston, A. R. Johnston & Co., grocers, etc.; R. Ormond, the Ideal Plumbing & Heating Co.; H. Leaman, manager the Workmen's Co-operative Association; Mr. Armstrong, of Armstrong & Chiswell, ladies' furnishings; and A. McPhail, of the McPhail-Smith Hardware Co.

Noticeable Firmness in Currants

Both Markets Reflect Stiffening in Currant Prices—Fancy Molasses Higher in Montreal—Nuts Are Firming Up—Tea Market Very Strong—Indians Sell at High Levels.

Office of Publication, Toronto, June 30th, 1915.

THE situation in the egg market is interesting because it looks now as if we shall have lower prices within a week or two. The fact of the matter is that there is an enormous supply of new-laid eggs in the West and it is understood that new-laids can be bought out there for 16c. If that is the case they can be shipped down here for—at the most—18c, and that is a cent or two under our price here. For that reason it looks as if levels in new-laids will shrink some during the next two or three weeks. It is simply a case of over-production, just as in the States. This year there are more eggs than the public really needs, although there has been, too, an abnormal public consumption. Storage facilities are poor inasmuch as both on this side of the line and the other, there has been a good deal of meat storage which has taken up practically all storage room. For this reason the eggs are thrown on the market and there is apt to be a glut. With added competition from our own Canadian West, the price of new-laids ought to get down here in the East a couple of cents within a short time; otherwise it will pay Western shippers to send their eggs down East and they will be able to turn them over to advantage.

Once more we have to record an advance in the price of cheese. For two or three weeks the markets have been fairly steady and even showed—three weeks ago—a disposition towards shrinkage. This, however, was a flash in the pan and was not a permanent condition for the cheese market. This week again all prices are up half a cent, following a rise of half a cent last week too. Some very active buying has been going on over the cables, and the price has steadily advanced for two or three days, simply on English buying. Apparently they cannot get enough cheese over there and it is said that the army is consuming an extraordinary amount. In one way it is not surprising that cheese has gone up again this last two weeks because of the remarkable drop in London from 95 shillings to 81 shillings for Canadian cheese was so startling that it was inevitable there should be a reaction. At the moment of writing prices in London are still going up.

All fruits and vegetables show a disposition towards easier prices this week. There are several new lines on the market and of lines that have been with us for some time there is now an abundance where before there was only just enough and sometimes a scarcity. Canadian cherries are now on the market and getting the business rather than California crop. This year's cherry crop looks to be fair and it may turn out—in proportion—as good as the strawberry crop has been.

A big feature of the grocery trade in general this year so far has been the amount of fish that has been sold. Each week reveals the fact that fish men are selling far more fish this year than they were last year and for this there are two reasons: First of all the hotel trade has grown to a very considerable extent during the last twelve months and in addition to that the general public has shown a marked preference for fish with fresh meat at such high levels. Fish men are luckily in the position to meet the demand because their prices in some cases are two or three cents under those of last year. Lobster, for instance, is much cheaper, and white fish, trout, flounders and blue fish and so on are all of moderate price. There is no doubt that a good deal more fish is being eaten this summer than has been the case for some time past. Consonant with this has been the big demand for salad vegetables; lettuce, cresses and the like have all had a good sale now for the last couple of months.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- No further change in flour.
- Flour demand quiet.
- No change in rolled oats.
- Feed market a little steadier.

FISH AND OYSTERS—
- Gaspe salmon advanced 2c per lb.
- Haddock supply curtailed.
- Lobster fishing poor.
- Dore and trout scarcer.
- Dominion Day affects supplies.

PRODUCE AND PROVISIONS—
- Broilers arriving more freely.
- Honey market featureless.
- Eggs receipts large.
- Cheese market much higher.
- Receipts of butter slightly off.
- Pure lard quotations down ¼c.

FRUIT AND VEGETABLES—
- Market up on oranges.
- New apples arrive at $2 box.
- Big drop in strawberries.
- Grapefruit scarce and high.
- New potatoes drop to $2.75 bag.
- Lettuce a glut on the market.
- Cucumbers 60c per dozen.

GENERAL GROCERIES—
- Fancy molasses up; choice down.
- Currants up 1c per lb.
- Sultanas and figs advance ½c.
- Shelled walnuts advance 1c lb.
- Advance in cream of tartar.
- Japan new crop steadies tea market.
- Better demand felt for sugar.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour prices weak.
- Rolled oats dull.
- Mill feeds still strong.
- Good prospects for crops.

FISH AND OYSTERS—
- Roe shad getting scarce.
- Blue fish now selling.
- Trout and whitefish cheap.
- Lobster prices down.
- Good all-round demand.

PRODUCE AND PROVISIONS—
- Western eggs are competitors; may send Eastern prices down.
- Butter prices very firm.
- Cheese up once more.
- Demand for cooked meats.
- Honey may be scarce.

FRUIT AND VEGETABLES—
- Domestic cherries now in.
- Strawberries much reduced.
- Mushroom prices higher.
- Asparagus quotations down.
- Peaches and plums selling.
- Demand for salad stuff.

GENERAL GROCERIES—
- Foreign walnuts scarce.
- Currants stiffen up.
- Tea levels quite firm.
- Sugar market dull.
- Coffee trifle firmer.
- Collections and trade better.

QUEBEC MARKETS.

Montreal, July 1.—A Montreal importer declares that the worst of the depression is over, and that a big improvement has already been seen in business. He believes that the country has had the blues, and has been importing nothing. All the wholesalers are busier than they were two weeks ago, and it will soon be a question of getting the stuff.

Among the most important changes is an advance in fancy molasses to the retailer. The wholesalers put the market up 2c per gallon, following an even bigger advance in the primary market. On the other hand, the price of choice molasses has declined as the price was already high, and the demand not heavy. It is hoped now that a difference of six or seven cents exists between the price of choice and fancy that there will be a much better demand for former.

Advances have taken place in several lines of dried fruits. Currants went up a cent, and during the week the market here has been combed for supplies, with little success. It looks as though, with small spot stocks in Canada, and scarcity in London and Greece, that prices here will be higher. Both Sultanas and figs are up ½c per lb. It is well known that the former are scarce, and the latter will not be coming from Turkey for some time to come. It begins to look as though there will be a scramble for some of these lines between now and September.

SUGAR.—There is considerable buying of refined going on in New York for export, but early this week it had had no effect on prices. It is not thought here that prices in Canada will go up this week at any rate. Raws are hanging around 4 7/8 and 4 15-16. There has been a decided improvement in the demand here, following arrival of cheaper fruits.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEA.—It was expected that black teas would take a big jump in this market, but there has been no advance for three weeks. This is thought in some quarters to be due to arrival of Japan teas on this market at a comparatively low level, and a good crop. However, black teas continue scarce, and while they appear to have reached their zenith at the present moment, it would not surprise the trade to see them go higher still. Retailers are buying more freely, realizing that market is high, but they are hard to convince. Some are buying at the advance, their stocks having become low. They are inquiring for cheap teas, but what used to be called cheap teas are now dear teas, with the exception of Japans. Chinas are reported to be cheap but they are hard to find. There is lots of poor tea on the market, but very little cheap tea.

DRIED FRUITS.—Currants advanced 1c per lb. early this week and are scarce in London and in Greece. They are likely to go higher. Importers are doing their utmost to buy up all they can lay hands on in Canada, as they cannot be imported at less than 8c. A situation unprecedented exists in market for currants. Both figs and Sultanas advanced ½c in primary market this week. No figs are expected out of Turkey for two years, which fact is the cause of considerable speculation in these two lines.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 08½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg...	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	....	0 07½
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	....	0 13¼
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 11½	0 14
Valencia, selected	....	0 09
Valencia, 4-cr. layer	....	0 09½
Cal. seedless, 16 oz.	....	0 11
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 16 oz.	....	0 12½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICE.—Canadian millers state that if the situation warrants it, prices will be advanced later. Considerable difficulty is being experienced in securing supplies. On the other hand, in certain qualities a reduction would not be surprising. Freights are interfering with the export of British rices. There is lots of rice in England, and it is suggested by a Montreal miller that more rices might come to this market than could be handled if the freight difficulty were overcome. On the other hand, an importer states that it is the prices of rice in England which prevents its importation, and that these are advancing right along. Markets are strong, both in England and in the East.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 70
"C.C."	3 60
India bright	3 85
Lustre	3 95
Fancy Rices—	Per cwt.
Imperial Glace	5 60
Sparkle	5 70
Crystal	5 45
Ice drips	5 80
Snow	5 70
Polished	4 85
Pearl	5 05

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.)

Imported Patna.	Per lb.	
Bags, 224 lbs.	0 06	0 06½
Half bags, 112 lbs.	0 05¾	0 06
Quarter bags, 56 lbs.	0 05⅞	0 06⅛
Velvet head Carolina	0 09¾	0 10½
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 06½	0 07
Seed, lb.	0 06½	0 07

NUTS.—Shelled walnuts on Monday advanced 1c lb. on account of scarcity, and there will be no more exported until September, as it is unsafe in the heat. Brazils are up 3c per lb., and are now offered to the retailer at 15c to 16c; they are said to be scarce. Shelled almonds are firm.

Almonda, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14½
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 38	0 40
Sicily filberts	0 13	0 14
Filberts, shelled	0 30	0 32
Pecans, large	0 18	0 21
Brazils, new	0 11½	0 12
Peanuts, No. 1, 12½c; No. 2	....	0 09½
Peanuts, No. 3	....	0 08½

MOLASSES. — Montreal wholesalers have advanced the price to retailers on molasses, following the advance in Barbadoes. The price on fancy was advanced 2c per gallon, which brings the price on Montreal Island to 47c, and to outside points 44c. The price of choice molasses was dropped 1c per gallon, as there is not a big demand for it, and the price was considered rather high. It was hoped that, with a difference of six or seven cents between the prices of fancy and choice, that the demand for the latter would improve. The general opinion in the trade is that considering that molasses cannot be laid down in Montreal to-day for less than 45c, wholesalers have not made the price high enough on fancy molasses. Importers declare that situation grows stronger all the time, and the output has been further curtailed by rains in Barbadoes. Little can be heard of further large sales in or around Montreal.

	Price for Island of Montreal.	
Barbadoes Molasses—	Fancy.	Choice.
Puncheons	0 47	0 40
Barrels	0 50	0 43
Half barrels	0 52	0 45

For outside territories prices range about 3c lower for fancy; nothing for choice.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.		0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.		1 46
Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 00
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Maple Syrups—		
New, pure, per 8½ lb. tin	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or, per gal.		1 15
Maple sugar, pure, per lb.	0 10	0 12

COFFEE.—The trade is buying their usual lines, and prices are about same as they have been for the past six months. Coffee at primary points is quoted about as low as possible, but the high freight rates, war tax and insurance makes it rather dear in Canada.

Coffee, Roasted—		
Bogotas	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricaibo	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

SPICES.—Cream of tartar has been advanced during the past week, and

quotations should now read 45-50c. Difficulty is being experienced in getting the raw material. These prices are, of course, for absolutely pure cream. Sage would cost down to-day 32c, and would retail between 40 and 45c, which is practically prohibitive. Only a few New York houses have it. Cloves are not down enough to affect our quotations. Pepper keeps high, but is fluctuating.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allapice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—45-50c.			
Ginger, Cocbin	—0 19	——	——
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 26	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 15	0 1b
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies		0 35
Shredded cocoanut, in pails		0 19½
Pimento, pure		0 17

DRIED VEGETABLES.—Prices being quoted for beans are about the same as have prevailed during past few weeks, that is, they are high. It is asserted that the crop is pretty well cleaned up, and that only about fifteen cars remain. Reports are to the effect that peas also are cleaned up in first hands.

Beans—		
Canadian, 3-lb. pickers, per busbel	3 25	3 30
Yellew, per busbel		3 50
Yellow eyes, per bushel		3 50
Lima, per lb.	0 07½	0 08
Peas, white soup, per busbel	2 85	3 00
Peas, split, bag, 98 lbs.		5 25
Barley, pot, per bag		2 85
Barley, pearl		4 50

ONTARIO MARKETS.

Toronto, June 30, 1915.—At last we have had three or four consecutive days of hot weather, for which the saints be praised! Summer drinks are moving after all. There were those who thought they would be a sort of red herring this year, on account of the protracted cold weather, to which there seemed to be no let up. Cooked meats is another good hot weather line, and the market for these remains fairly firm, with a better demand than most years in bulk—though individual orders are not so heavy, possibly.

All sorts and conditions of fruits and vegetables continue to arrive, and salad vegetables are getting good business. Such things as cucumbers, lettuce, radishes and that sort of product are to be preferred—it is apparent—above cauliflower and cabbage and potato. Light, fresh salads ought to have a good market. The weather man is supposed to have prophesied an extremely hot session, now that it has showed itself, and if this be so, salads should be good business. Fish is moving very well, too. Butchers say that their trade is none too rosy just now, and that between the egg demand and the fish demand they are hard put to it. It may be so, at that.

Trade is getting gradually, but none the less surely, on to a better footing. Collections, many wholesalers tell us, are better than for some time, and looking back over the past nine or ten months, taking things by and large, we have not done so badly. Nobody, not even the most sanguine, would have predicted so quick and so sane a reorganization of our commercial values as we now have. It has been hard going, but values now are valid; before, in almost every branch of commercialism, they were inflated.

Demand, in most lines, continues to be hand-to-mouth rather than of the large-order character. Nevertheless, this is not at all harmful. The orders come in just the same, and, indeed, they are more sure when buying is done by this new method.

We would draw the attention of our readers to the produce and provision markets this week, as given on another page in this issue. Reports from both Montreal and this city are interesting, particularly with regard to the butter and the egg situation.

SUGAR.—There is no change in this market, and little in New York, unless it be that the tone is somewhat easier there. This may or may not be due to the report on the beet crop, which, it is estimated, will be in the neighborhood of 29 per cent. better this year than last. Then figures are approximately 750,000 tons this year; last year the crop was little more than 600,000. Such an estimate may be a bear factor to some extent. It is said that British and French buying has slackened somewhat, and the price of raws has declined slightly. As for Toronto, there is about as little doing as ever; prices are felt to be too low, but active competition keeps them there.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—On account of the holiday this week we are not able to have cable news of the London auction which takes place there. The market tone all week has been exceedingly firm, however, and there is no prospect of any reduction, if even an advance does not happen along again. Moreover, prices on the Indian market are very high. It was thought when the buying opened that there might be a reaction and lower values, but this did not materialize, and Indians are quoted—the common teas—at around 28 cents in London. All teas are firm. When they don't advance a week they stiffen, and then finish the job next week.

DRIED FRUITS.—The market all round is quiet. There is little demand for any line at all, and where prices are steady or stiff it is chiefly due to the conditions obtaining in the primary market rather than to any surprising demand here. Grecian and Mediterranean stuff, such as currants, figs and such, is all fairly firm. Currants are stiff at present, though we don't quote them any higher. Old crop raisins for August-September shipment from the coast are selling slightly on the basis of prices announced by the Associated Raisin Company. Fancy seeded gets most of the business. Prunes are dull again; little demand is felt although levels are reasonable enough now. Evaporated apples felt some business this week. Peaches are slow and price is easy. Dates, particularly package stuff, are getting some little business. So much fresh fruit, however damages trade in dried fruits and there is little of it to be had.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¾	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ¼c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 10	0 10½
Seeded, fancy, 1 lb. packets	——	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	——	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	——	0 10

NUTS.—It is said we shall see higher prices on walnuts and cables from France and Italy would appear to indicate this. Irregular shipment combined with this means firmness on foreign lines. California walnut crop is said to be large; estimated at about 12,500 tons. Almonds, both shelled and in shell are firm in the primary market. Demand here for all lines is small. Brazils are tending up somewhat and there has been spasmodic buying, but business in nuts is naturally poor, taking it all round.

		Per lb.
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 10	0 11
Brazils, large, washed, new	0 12	0 13
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 18
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 37	0 38

COFFEE.—Cheaper grades are getting some business and Rios are a trifle firmer. Finer grades are dull. The market is featureless and business is light.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	....	0 30
Bucramanga	0 30	0 32
Mexican	0 30	0 32
Maricaibo	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	....	0 14

MOLASSES.—There is nothing new either in price or condition to report. Market is quiet here but higher in Montreal. Little molasses in demand here, in this market, and what there is is bought only hand to mouth.

RICE AND TAPIOCAS.—Patnas are firm and buying has been better this last week. Freight difficulties are not heard so much about these days, and shipments appear, so far, to be coming along all right. Tapiocas are easy and there is not much doing in them.

Rice—		
Rangoon "B," per cwt.	....	3 48
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	....	5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 05½

MANITOBA MARKETS.

WINNIPEG, June 30.—There is a marked improvement in the weather during the past week and crops have made excellent progress and the general business tone has correspondingly become more optimistic wholesalers and jobbers report country trade as good. In many of the smaller towns and villages there is more enterprise and activity than for some time past. In Winnipeg as compared with former years business is dull but better than many expected considering the slackness in the contracting and building lines.

Of price changes this week there is little to report. Prices seem to have found a basis that seems likely to hold for some time.

SUGARS.—There seems to be at last a possibility that there is an end of the long drawn out difference on sugar quotations. Shipments from Winnipeg are to-day on a basis of 6.95 for standard granulated. Shipments from points west of Winnipeg and Brandon for example, are 7.00 for standard granulated. the prices quoted in the list being those on shipments from western points except Edmonton and Saskatoon where an additional 5 cents must be added and 5 cents deducted as the Winnipeg price. The sugar market is steadier but expected to advance.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	6 60
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 60
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0.53
New Orleans	0.34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75

DRIED FRUITS. — Prospects both east and west point to easier prices in the stone fruits—apricots, prunes and peaches. Quotations on new apricots may be looked for shortly. There is of course considerable uncertainty as to Mediterranean supplies, some of which such as Smyrna figs and Asiatic dates will not be obtainable. If the California prune crop harvests up to promise prunes should be cheaper.

Apples, evaporated, new, 50's	....	0 08½
Apricots, choice, 25's	....	0 14
Apricots, choice, 10's	....	0 14½
Apricots, standard, 25's	....	0 12
Currants—		
Dry clean	....	0 07¾
Washed	....	0 08¼
1 lb. package	....	0 08⅞
2 lb. package	....	0 17⅝
Vostizzas, bulk	....	0 10
Dates—		
Hallowee, loose, per lb.	....	0 09
Hallowee, 1 lb. pkgs.	....	0 07¾
Fard dates, 12-lb. boxes	....	1 25
Peaches—		
Standard, 25-lb. boxes	....	0 07¼
Choice, 25-lb. boxes	....	0 07½
Choice, 10-lb. boxes	....	0 08½
Raisins, Muscatels—		
3 crown, loose, 25's	....	0 09
3 crown, loose, 50's	....	0 08¾
Raisins, Valencias—		
Fine selected	....	2 50
Four crown layers, F.O.S.	....	2 35
Choice, seeded, lb.	....	0 11¼
Fancy seeded, lb.	....	0 11
12-oz. packages, fancy	....	0 08⅞
12-oz. packages, choice	....	0 08¾
Raisins, Sultanas—		
Corinthian Giants	....	0 13¼
Superfine	....	0 12½
Finest	....	0 10⅞
Fine	....	0 10¼
Prunes, in 25-lb. boxes—		
90 to 100	....	0 08¼
80 to 90	....	0 08¾
70 to 80	....	0 09⅜
60 to 70	....	0 10
50 to 60	....	0 11
40 to 50	....	0 11⅝
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.	....	0 15½
5-crown, 10-lb. boxes, per lb.	....	0 15
5-crown, 10-lb. boxes, per lb.	....	0 13¾
4-crown, 10-lb. boxes, per lb.	....	0 13
3-crown, 10-lb. boxes, per lb.	....	0 12⅝
Glove boxes, per doz.	....	1 00
Cooking figs, taps, about 5 lbs., lb.	....	0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07¼

RICE AND TAPIOCA.—In these lines there is nothing new to report. Warmer weather makes for popularity in these lines and they are worth while for retailers to feature at this time.

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 04¾
No. 2 Japan, per lb.	0 04⅜	0 04⅝
Siam, per lb.	0 03⅞	0 04
Patna, per lb.	0 07	0 07½
Carolina, per lb.	....	0 08½
Sago pearl, per lb.	....	0 06½
Tapioca, pearl, per lb.	0 05¾	0 06½

NUTS.—There is a steady and featureless trade in nuts with the exception of peanuts for which there is good demand. Patriotic week should bring some extra business.

Nuts—		
Brazil, new stock	....	0 15
Tarragona almonds	....	0 19
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice	....	0 10
Pecans	....	0 22
Marbot walnuts	....	0 14½
Sicily filberts	....	0 14¾
Shelled almonds	....	0 41
Shelled walnuts	....	0 41

BEANS.—No new features in the local trade but much interest is being taken in the Ontario bean crop which will be the only source of supply for the ensuing year:

Beans—		
Canadian, hand picked	3 85	3 95
Three-lb. pickers	3 55	....
California Lima Beans—		
Bag lots	....	0 08½
Less than bag lots	....	0 08½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 98 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	....	6 00
Sack, 40's	....	3 02
Whole peas, bushel	....	2 90

BRITISH COLUMBIA MARKETS.

(By Wire.)

Vancouver, June 30.—New Zealand butter is scarce, but a fresh shipment is due on Friday. Selected eggs are up a cent and a half. Flour is now $7.75. Onions are a shade easier at 2c per lb. Currants are firm and up ¼c.

PRODUCE AND PROVISIONS.	
Butter, creamery, per lb.	0 35
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresh	26 c
Extra selected	22½c
Vancouver Island	26 c
Lard, 3's, per case	8 75
Lard, 5's, per case	8 67
Lard, 10's, per case	8 60
Lard, 20's, each	3 05
GENERAL.	
Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06¼c
Beans, Lytton	06¼c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evap. apples, 50's	08¾c
Flour, 49's, bbl.	7 75
Lemons, box	3 75 4 25
Potatoes, per ton	20 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	02 c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard, gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; Almonds	42 c
CANNED GOODS.	
Apples, gals. 6|case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20
SALMON.	
Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 60
DRIED FRUITS.	
Apricots, per lb., 13½c; Apples, lb.	08¾c
Prunes, 70-80, 25's, lb.	08¾c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	07 c
White Figs, per lb.	06 c

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Sask., June 30.—There is a considerable increase in acreage in wheat in Saskatchewan this year, a Government report placing the increase at three-quarters of a million acres. Weather mostly cool, but grain progressing favorably. Markets are quiet. Eggs have slumped to 12 to 15c. Creamery butter is now 26c, and dairy is down to 17c per lb. Flour is lower at $3.50. Peaches, plums and apricots are $2.50. Oranges are firmer at $4.25 to $4.75.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 17
Cheese, per lb., large	....	0 21¾
Eggs, new laids	0 12	0 15
Lard, 3's, per case	....	8 90
Lard, 5's, per case	....	8 85
Lard, 10's, per case	....	8 80
Lard, 20's, each	....	2 90
General—		
Beans, Ontario, per bushel	....	3 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 80
Apricots, per lb.	....	0 12
Evap. apples, 50's	....	0 08⅞
Flour, 98's	....	3 50
Potatoes, Ont., bush.	....	0 85
Rolled oats, bail of 80 lbs.	....	3 10
Rice, per cwt.	....	3 90
Sugar, standard, gran., per cwt.	....	7 44
Sugar, yellow, per cwt.	....	7 04
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 39
Broken beans, 2's	....	2 55
Beans	....	2 2[illegible]
Corn, standard, per 2 dozen	....	2 28
Peas, standard, per 2 dozen	....	2 28
Plums, Lombard	2 15	2 28
Peaches	....	3 21
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 85
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, fancy, box	....	2 25
Grapefruit, per crate	....	4 50
Sweet potatoes, per crate	....	4 50
Lemons	....	5 25
Oranges, Valencias	4 25	4 75
Pineapples, case	....	4 75
Potatoes	....	0 80
Celery	....	0 11
Dried Fruits—		
Currants, per lb.	....	0 08⅝
Prunes, 70-80, 25's, lb.	....	0 10½

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, June 30.—There has been considerable excitement in flour market here owing to a sharp rise in wheat. However, this had no actual quotable effect in flour prices. Cheapest grades are difficult to obtain. Butter, dairy, shows a slight increase. There is very little inquiry for prices on new canned goods, there being a comparatively large carry-over.

Produce and Provisions—		
Cheese, new, lb.	....	0 21¾
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 18c; No. 2	....	0 14½
Lard, pure, 3's, per case	....	9 00
Lard, pure, 5's, per case	....	8 95
Lard, 10's, per case	....	8 90
Lard, pure, 20's, each	....	2 93
General—		
Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	3 90	4 15
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09	0 09½
Potatoes, per bush.	0 65	0 70
Rolled oats, 20's, 83c; 40's	....	1 60
Rolled oats, bail, $3.55; 80's	....	3 15
Flour, 98's	3 45	3 50
Rice, per cwt.	....	3 85
Sugar, standard gran., per cwt.	7 55	7 65
Sugar, yellow, per cwt.	....	7 15
Canned Goods—		
Apples, gals., case	....	1 50
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen	....	2 10
Plums, Lombard	....	2 20
Peaches	....	3 25
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per dozen	....	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	....	7 50
Cohoes, 1's, $5.75; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

ALBERTA MARKETS (CALGARY).

Calgary, June 30.—Strawberries and raspberries are each $3 a cwt. Cherries are $1.75. There was a sharp advance in oranges and lemons, which are now $4.75 and $5.50 respectively. Ontario cheese has taken a slight advance to 21 cents. Dairy butter is down to 18 cents. California cheese on the market is not meeting with much favor. Canned lobster is dearer, halves being up 25 cents a dozen, making $2.65. There is some keen competition for the match business here. One maker lowered several lines 25 cents case. There was a heavy rainfall last Friday, but no damage to crops is reported so far.

Fruits—		
Strawberries, crate, 24 pints	....	3 00
Raspberries, crate, 24 pints	....	3 00
Cherries, 8-lb. box	....	1 75
Cantaloupes, crate	....	5 00
Oranges, case	....	4 75
Lemons, case	....	5 50
General—		
Beans, small white Japan, lb.	....	0 06½
Beans, Soya, per lb.	....	0 04¼
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail	....	3 70
Rolled oats, 80s	....	3 30
Rice, Siam, cwt.	....	4 00
Potatoes, No. 1 white, B.C., bushel	....	0 75
Sugar, pure cane, granulated, cwt.	....	7 55
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	....	0 21
Butter, No. 1 creamery, lb.	....	0 26
Butter, No. 1, dairy, lb.	....	0 18
Eggs, new laid, doz.	....	0 20
Lard, pure, 3s, per case	....	9 00
Lard, pure, 5s, per case	....	8 93
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 55
Corn, 2s, standard, case	....	2 10
Peas, 2s, standard, case	....	2 10
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 85
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48x1s, per case	....	10 00
Salmon, pink, talls, 48x1s, per case	....	4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 08
Apricots, choice, 25s, per lb.	....	0 15
Pears ,choice, 25s, per lb.	....	0 14

SERVICE DEPARTMENT

Editor, Canadian Grocer.—Would you kindly give me the names of two or more Milling Companies where I could purchase Ontario Winter Wheat Flour, and oblige, G. C. L.

Hunta, Ont., June 19.

Editorial note.—Try McLeod Milling Co., Stratford; the Canadian Cereal & Flour Mills Co., Royal Bank Building, Toronto, or the Campbell Milling Co., West Toronto.

• • •

Editor Canadian Grocer.—Please give address of firm supplying small sundry grocery fixtures.

S. & L.

Port Dalhousie, June 19.

Editorial note.—The Walker Bin & Store Fixture Co., of Berlin, Ont., or Jones Bros. & Co., of 31 Adelaide street west, Toronto, will no doubt be able to meet your requirements.

• • •

Editor Canadian Grocer:

Dear Sir,—The retail merchants of this place are trying to get the council to pass a pedlar and transient traders' by-law, and, as I know you are interested in the retail trade, I thought you might be in a position to give us some information along these lines. Possibly you could procure us a copy of a by-law passed by some other place along these lines, so we would have a precedent to go by. Any information you can give us will be gratefully received.

Mildmay, Ont. J. N. S——.

Editorial Note.—The following is taken from the Ontario statutes and shows the limit to which a municipality can go, as defined by the Ontario Provincial Government, in the passing of a transient trader's by-law:

Section 420.—By-laws may be passed by the councils of towns, townships, villages and cities having a population of less than 100,000, and by Boards of Commissioners of Police in cities having a population of not less than 100,000.

6. For licensing, regulating and governing transient traders and other persons whose names have not been entered on the assessment roll in respect of income or business assessment for the then current year, and who offer goods, wares or merchandise for sale by auction, conducted by themselves or by a licensed auctioneer or otherwise, or who offer them for sale in any other manner.

7. For requiring transient traders and other persons whose names are not entered on the assessment roll, or are entered on it for the first time, in respect of income or business assessment, and who so offer goods, wares or merchandise for sale, to pay a license fee before commencing to trade.

(a) A by-law passed under paragraphs 6 or 7 shall not apply to the sale of the stock of an insolvent which is being sold or disposed of within the county or district in which he carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

(b) "Transient traders" shall include any person commencing business who has not resided continuously in the municipality for at least three months next preceding the time of his commencing business there.

(c) The fee to be paid for a license under paragraph 8 shall not exceed in a city or town $200, and in other local municipalities $100.

(d) The sum paid for a license shall be credited to the person paying it on account of taxes thereafter payable by him.—3-4 Geo. V., c. 43, s. 420.

Law Governing Stock Food Sales, Etc.

Regulations Which Every Grocer and General Merchant Selling Stock Foods, Paris Green, Wood Alcohol, Etc., Should Know—Published Here as Result of Many Enquiries From Readers.

IT is quite evident from the number of inquiries being received at the office of The Canadian Grocer that there are many grocers and general merchants who have forgotten, or are not acquainted with the provisions of the law governing the sale of certain important products. Many inquiries continue to ask about the war tax on stock foods. All provisions of the war tax, which went into effect on April 15, appeared in Canadian Grocer when the announcement of the tax was first made public by the Finance Minister at Ottawa.

For the benefit of those who are not thoroughly conversant with the provisions of the tax, Canadian Grocer would, therefore, remind readers that stock foods, if medicated, and other articles, such as animal regulators, lice killers, heave cure, etc., must have war tax stamps of the requisite value mentioned in the schedule of the Act affixed to each package by the dealer, and cancelled at or before the time of sale to the consumer. Thus it will be necessary for the dealer to attach stamps equivalent to 4 per cent. of the selling price of the goods—a dollar package of medicated stock food would require stamps to the value of four cents—a twenty-five cent package requires a one cent stamp.

A penalty is provided for those not complying with the provisions of the Act. Another case brought to light a few weeks ago was that of a Toronto retail merchant, whose store is located in the suburbs, refusing to sell Paris green because he was of the opinion that a license was necessary before a retail merchant could sell Paris green.

Regarding the sale of Paris green, the pharmacy acts of the various provinces are much alike and may be summed up as follows: "Nothing in the Act shall prevent the sale, by persons not registered, of Paris green, hellebore, tincture of iodine, arsenate of lead, carbolic acid not exceeding a five per cent. solution, and London purple, if such articles are sold in WELL SECURED PACKAGES DISTINCTLY LABELED WITH THE NAME AND ADDRESS OF THE PERSON PREPARING OR PUTTING UP SUCH PACKAGES AND DISTINCTLY LABELED WITH THE NAME OF THE ARTICLE AND MARKED "POISON." When sold by retail, then also the name of the proprietor of the establishment in which the poison is sold.

On account of recent prosecutions, one in West Toronto, some retail merchants are in doubt as to what procedure should be followed in selling wood alcohol.

All provinces in Canada come under the Inland Revenue Act, as far as the sale of wood alcohol is concerned. Section 266 of the Act states that, "Every person who uses spirits containing methyl alcohol in any form in any pharmaceutical or medicinal preparations for internal use, shall be liable to a penalty of five hundred dollars." This section of the Act has been amended by adding the following sub-section thereto: "Every person who uses methyl alcohol, or spirits containing methyl alcohol, in any form, in any pharmaceutical, medicinal or other preparation for external use shall affix to the vessel containing the said preparation a label stating in BLACK LETTERS NOT LESS THAN ONE-FOURTH OF AN INCH IN HEIGHTH, the presence of methyl alcohol therein, and every person violating the provisions of this subsection shall incur a penalty not less than fifty dollars and not exceeding two hundred dollars.

Merchants should note particularly the following from section 10: "All vessels containing the word alcohol, whether in the possession of the manufacturer or other person, shall have affixed thereto a label bearing the words 'Wood alcohol Poison,' in black letters not less than one-fourth of an inch in height. Any person who holds in possession, sells, exchanges or delivers any wood alcohol contrary to the provisions of this section shall incur a penalty not less than fifty dollars and not exceeding five hundred dollars." In Prince Edward Island wood alcohol comes under the Prohibition Act.

MUNICIPAL MARKETS FAIL.

Joplin, Mo., after expending $90,000 for a big municipal market in a wild burst of enthusiasm to eliminate the middleman, has been unable to get people to patronize the market. There is said to be a movement on foot at the present time to compel the retail grocers of the city to go to the municipal market to buy their farm produce from farmers and truck growers who sell to consumers at the market.

Youngstown, Ohio, is said to be having the same trouble with its municipal market, and the city council is considering the matter of renting the market to private parties.

DIED FOR HIS COUNTRY.

From the Glasgow Herald, Glasgow, Scotland, is taken the following which will be of interest to the many friends in Canada of R. & W. Davidson, Ltd: "Lieutenant Henry Steel Davidson, 3rd Highland Light Infantry, was killed in action in France on Tuesday. Lieutenant Davidson, who was 19 years of age, was attached to the 1st Battalion. He was the youngest son of Mr. William Davidson (of Messrs. R. & W. Davidson, Limited), 18 Lilybank Gardens, and lately of Windyhill, Kilmacolm. After attending Glasgow Academy and Fettes College, Edinburgh, he entered Glasgow University, and joined the Officers' Training Corps there. He was with his regiment in France since the middle of March."

SUGAR MARKET COMPARISONS.

(Continued from page 25.)

what the preserving season will bring forth is difficult to say. It means, however, that the retail trade will have to use more aggressive means this year in selling sugar and fruit if the housewife is going to put down the usual amount. At the same time, it is generally understood that the canner will not pack as much fruit and vegetables this year as last. That will mean a considerable reduction in the consumption of sugar in the manufacture of canned goods.

Just now it is an exceedingly difficult matter to foretell what is going to happen in sugar. France and Britain have been in the market for American sugar, and just when it will be necessary for them to come again is difficult to say. However, until the war clouds begin to roll away, and until freight rates are reduced, it does not appear that we will have as cheap sugar for some time as we had during the first part of last year.

R. B. Price, general merchant, Camrose, Alta., is succeeded by J. H. Green.

C. Richards, general merchant, Killarney, Man., is succeeded by C. E. Richards.

Domestic Cherries Coming Along

Cantaloupe, Canadian Cherries, Egg Plant and Cauliflower Are Among the New Lines — General Easing Up of Prices—Some Stuff Still High—Mushrooms Firm and Advancing—Potatoes Dull; Lettuce in Big Demand.

MONTREAL.

FRUIT.—The only oranges offering just now are late Valencias and California seedless, both of which are quoted at $4 per box. The high prices being quoted for oranges is militating against a heavy demand. Some houses are asking as high as $5 for late Valencias. A big drop occurred in strawberries this week. Canadian berries are now offered at $5 per crate of 54 boxes, and American berries are selling at 10c per quart. Peaches are down to $1.50 per box. New apples are offered at $2 per box. They are the first, and are green and sour. Both plums and apricots are offered at $1.75 per box. Large bunches of bananas sell for $2.25, and are going well. Very few old crop apples are on market, only a man here and there having any to offer. Cantaloupes are quoted $4 for crates of 45 and 54 sizes. Water melons, which have been on for a week or more, dropped from 50c to 40c apiece, and are expected to drop to 25c soon. There is little demand for cocoanuts. Grapefruit are scarce and high—$4 per box. Lemons are down to $3.50 per box, and the demand is heavy. There is no change in cherries. Limes are down to $1.25 box.

Apples—		
New apples, basket	....	2 00
Bananas, crate	2 00	2 25
Cocoanuts, sack	....	4 00
Grapefruits, case	....	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Lemons—		
Messina, Verdelli, extra fancy, 300 size	....	3 50
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	5 00
Cal., Navels	....	4 00
Pineapples, 18-24 and 30-36	2 25	2 50
Peaches, box 6 baskets	....	1 50
Plums, box 4 baskets	....	1 75
Strawberries, per qt. cup	....	0 10
Cherries, California, box	....	1 75
Cantaloupes, box of 45	....	4 00
Apricots, box	....	1 75
Watermelons, each	....	0 40

VEGETABLES.—There are not so many changes in the vegetable market this week. Two of the most important features are drop in new potatoes to $2.75 per sack, while lettuce is almost a glut on the market, dealers having much difficulty in disposing of it. Curly is selling 4 dozen for 25c, and head at 25c dozen. Montreal cucumbers are on the market at 60c per doz., and Montreal peas at $1.75 per bag. Cabbage is selling at the same price. Old carrots have advanced to $1.50 per bag, and there are only a few left. Only new parsnips are on market now, and these are selling at 30c per doz. bunches. Peppers are down to 50-60c per basket. Rhubarb, for nice stuff, brings 20-25c; cheaper stuff is offered. Old Quebec turnips are up to $2.50 per bag; new turnips are down to 25c per doz. Tomatoes are down to $1 crate, and the quality is excellent.

Asparagus, Canadian, doz. bunches	2 50	3 00
Beets, new, doz. bunches	....	0 50
Beans, wax, basket	....	2 00
Beans, green, basket	....	2 00
Cabbage, new, crate	....	1 50
Carrots, bag	....	1 25
Carrots, new, doz.	0 40	0 50
Cauliflower, Canadian, doz.	....	2 00
Cucumbers, fancy, doz.	....	0 60
Celery, washed, doz.	....	1 50
Horseradish, Canadian, lb.	0 10	0 15
Head lettuce, doz.	....	0 25
Curly lettuce, 4 doz.	....	0 25
Mushrooms, 4 lbs., basket	....	2 50
Onions—		
Bermuda, 50-lb. crate	....	1 75
White, Texas, crate	....	1 75
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 50
Peas, sack	....	1 75
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, bag	....	0 55
Green Mountain	....	0 65
New, bbl.	....	1 75
Radishes, doz.	0 05	0 15
Rhubarb, hothouse, doz.	0 20	0 25
Spinach, Canadian, box	....	0 40
Turnips, bag	....	2 50
Turnips, new, doz. bunches	....	0 25
Tomatoes, Mississippi, crate, 4 baskets	....	1 00
Tomatoes, hothouse, lb.	....	0 15
Watercress, Canadian, doz.	....	0 35

TORONTO.

FRUIT.—In addition to the California cherries which we have had now for a couple of weeks, there is some domestic fruit arriving, and it looks good. We quote 40c to $1 for 6-quart baskets and $1 to $1.75 for 11-quart baskets. Ranges are wide because quality is different, but this domestic stuff is getting the business in great style. Imported cherries, on the other hand, are firmer; they are somewhat scarce now, and we quote an advanced price. Cantaloupes are in now, selling at anywhere from $4 to $5. Cuban grapefruit is getting lots of business at firm levels of around $4.25. Valencia oranges are stiffer, and are said to be scarcer than for some time. We quote $4 to $4.50, but we hear that even the top price is firm enough, and an advance may be asked and gotten. New Verdelli lemons are worth $3.75 to $4.50. This is the time when there is a good demand. Strawberries get cheaper and cheaper, and may now be had for about 7c or 7½c a box for the moderate quality, while the best fetch 11c; still this last price is down considerably from last week. Bananas are firm, and there is a big demand. Limes are a trifle cheaper, and we quote them at around $1.50, a decline of 10c.

Apricots, Cal., box	1 50	1 75
Bananas, per bunch	1 50	2 25
Cocoanuts, sack	4 00	4 25
California cherries, box	2 50	2 75
Cherries, case, imported	2 25	2 50
Cherries, Can., 6 qt. bask.	0 40	1 00
Cherries, Can., 11 qt. bask.	1 00	1 75
Cantaloupes, case	4 00	5 00
Grapefruit, Cuban, case	4 00	4 50
Oranges—		
California Valencias	....	4 00
Lemons, Messina	3 75	4 00
Lemons, California	....	3 75
Limes, per 100	....	1 60
Musk melons, box	4 00	4 50
Peaches, Cal., box	....	2 00
Pears—		
California, box	....	3 25
Pineapples, Porto Rico, case	....	3 25
Pineapples, Cuban	2 75	3 00
Plums, case	2 00	2 25
Strawberries, qt. box	0 13	0 15
Watermelons	....	0 65

VEGETABLES.—Spinach is a drug on the market, and while we quote 25c, some of the wholesalers will throw bunches at you to get rid of it. The same applies to radishes already. There are lots and lots of them and the price is exceedingly cheap. There is a big demand for radishes at that, but supply is overbearing. Cucumbers, hothouse and American, are cheaper and in first-rate demand. Hothouse stuff may be had for around 90c now. Egg plant is something new on the market, at $2 a dozen. Cauliflower is worth $1 to $1.25, and so far there isn't any great call for it. Asparagus is worth 75 cents to $1.25 for 11-quart hampers; we hear of some going under that low price, but quoted figures are about the average. All kinds of lettuce has a big sale these days for salads and such. Potatoes show no change; new stuff sells better, if anything, but there isn't a great deal of business in potatoes just now anyway. Root stuff is slow; carrots, parsnips and

(Continued on page 47.)

General Easing of Fish Prices

Mackerel, Lobster and Other Lines Show Seasonable Declines—Roe Shad Still High—Gaspe Salmon Higher—Blue Fish Now on the Market—Filletted Haddie Lower—Good Business Results From Hot Weather.

MONTREAL.

FISH AND OYSTERS.—There is no feature of interest in this market, except that the demand for all kinds of fresh lines is keeping up, and prices now are comparatively low on some kinds. This will be a big week as regards the sale of Gaspe salmon, due to the festival of July 4 across the border. It is customary on that day for U. S. citizens to have a meal of salmon and green peas, a custom which, up to the present, has been strictly adhered to. As a consequence, the price of salmon is up 2c per lb., and arrivals are not as large as expected. There will also be a shortage of lake fish, particularly dore and trout, as reports from fishing grounds state that fishing is falling off considerably; thus the market is looking forward to an advance in these lines. Some haddock banks have also shown signs of exhaustion lately, and the supply after this will be curtailed for some time—until fall fishing starts up again. In all other lines of luxuries, trade is slim, and prices have a tendency to sag. Very little oysters, clams or scollops, either bulk or shell, are moving, due to very severe storms last week on certain parts of the coast. Lobster fishing has been very poor, and supplies short, but as the demand has slackened off, prices are not much affected. In smoked fish trade is narrow, without appreciable change. Thursday being Dominion Day, the distribution of fish will be upset, and the output for the week reduced, which is liable to affect prices generally. However, as the available supply is moderate, it is not expected that the prices quoted below will be out much.

TORONTO.

FISH.—Lobster has come down in price; you can get small size for 18c, or around there, and the medium and large for about 30c. There is a good demand, but supply is abnormally large this year owing to the fact that there isn't as much canning going on as usual. Mackerel is easier at 8c; it has come down about a nickel in a month. Flounders are a cent easier at 7c, and cod the same at 8c. There is a general easing up in prices of fish this week. Roe shad keeps fairly high, and we quote at $1.50, which is enough; but demand is limited and it is expensive to get here at that. Bluefish is now on the market, and is selling at 10c a pound. Kippered herrings are down to a dollar and a quarter, and filleted haddie, for which there is a big call, to 10c, a reduction of a couple of cents. Lake stuff is still the best favored and gets lots of business. Fish sales keep up and increase, and this week has started off particularly well, because of the fine send-off the hot weather gave it.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	...
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	....
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kippered herrings, selected, 60 in box	1.50	1.25
Smoked salmon, per lb.	.25	.12
Smoked halibut	...	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.14	18
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	...
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	...
Steak codfish per lb	.04-.04½	.09
Canadian soles, per lb.	.06	....
Blue fisb, per lb.	.15-.16	...
Smelts	.09	.05
Herrings, per 100 count	3 00	...
Round pike	.05-.06½	...
Grass pike	.06	...

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case.	7 25	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfisb, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best sbrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cans, each	0 40	....
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod sbell oysters, per bbl.	11 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 00	8 00
Live lobsters, small	0 14	0 18
Live lobsters, medium and large, lb.	0 17	0 30
Little necks, per 100	1 25	1 50
Soft sbell crabs	....	2 25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 —12	9½—10
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, eacb	16 —18	18
Steak, cod, fancy express, lb.	5½— 6	0 08
Herrings, Gaspereaux	2	....
Flounders	5	0 07
Salmon, Western	15 —16	—18
Salmon, Eastern	16 —18	—22
Roe, Shad, each	....	1 50
Bluefish, lb.	....	0 10

FRESH LAKE FISH.

Carp, lb.	0 06	....
Pike, lb.	0 07	0 07
Brook trout	0 23	0 28
Percb, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefisb, lb.	0 12	0 12
Herrings lb.	0 04	0 07
Lake trout, lb.	0 11	9—10
Dressed bullbeads	0 12	....
Eels, lb.	0 10	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 40	0 45

FROZEN—LAKE AND RIVER.

Wbitefisb, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, per lb.	.05½-.06	...
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.10
Pike, dressed and headless, lb.	.06 -.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., balf bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half, bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland berrings, imp'ted milkers, kegs	0 95	0 75—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	10 00	10 00
Green cod, No. 2, bbl.	8 50	8 50

WINNIPEG.

FISH.—Trade fairly active with no change in prices. Fish is hot weather food.

Fisb—		
Fresh salmon, lb.	....	0 16
Fresh halibut, lb.	....	0 09
Pickerel	....	0 10
Whitefish	....	0 09
Finnan haddies	....	0 08½
Kippers, box	....	1 75
Lake trout, lb.	....	0 12
Holland herrings, kegs	....	0 73
Smoked gold eyes, doz.	....	0 30

Egg Prices May Come Down

Competition May Compel Reduction—West Overstocked; Selling Below Eastern Level—Prices in the East May Tumble—Little Doing in Poultry—Butter Very Firm on Account of Export Demand—Cheese Up Again in Toronto.

MONTREAL.

PROVISIONS.—There is a big demand for meats from England, while trade in Canada is normal. Considerable quantities of our provisions are being shipped to Europe for our armies. There is a good demand here for smoked meats, particularly breakfast bacon, and for cooked and jellied meats. The lard market is a shade easier, and it is hard to say why. There is no change in the American lard market, but prices here are down ¼c. There is little change to note in the hog market.

Hams—	
Small, per lb.	0 20
Medium, per lb.	0 19
Large, per lb.	0 18
Backs—	
Plain, bone in	0 23
Boneless	0 25
Peameal	0 25
Bacon—	
Breakfast, per lb.	0 22
Roll	0 17
Shoulders, bone in	0 15
Shoulders, boneless	0 16
Cooked Meats—	
Hams, boiled, per lb.	0 28
Hams, roast, per lb.	0 26
Shoulders, boiled	0 25
Shoulders, roasted	0 26
Dry Salt Meats—	
Long clear bacon, 50-70 lbs.	0 15½
Long clear bacon, 80-100 lbs.	0 14½
Flanks, bone in, not smoked	0 15½
Barrelled Pork—	Per bbl.
Heavy short cut mess	26 00
Heavy short cut clear	26 00
Clear fat backs	29 00
Clear pork	27 00
Lard, Pure—	
Tierces, 350 lbs. net	0 12½
Tubs, 50 lbs. net	0 13¼
Boxes, 50 lbs. net	0 12¾
Pails, wood, 20 lbs. gross	0 13
Pails, tin, 20 lbs. gross	0 13
Cases, 10 lbs., tins, 60 in case	0 13¼
Cases, 3 and 5-lb. tins, 60 in case	0 14½
Bricks, 1 lb. each	0 15
Lard, Compound—	
Tierces, 375 lbs., net	0 09¾ 0 10
Tubs, 50 lbs., net	0 10½
Boxes, 50 lbs., net	0 10¼
Pails, wood, 20 lbs., net	0 10¾
Pails, tin, 20 lbs., gross	0 10¾
Cases, 10-lb. tins, 60 in case	0 11¼
Cases, 3 and 5-lb. tins, 60 in case	0 11½
Bricks, 1 lb., each	0 12½
Hogs—	
Dressed, abattoir killed	13 50 13 75

BUTTER.—The general opinion is that the creamery market is as high as it should go, and that it is not safe to store at higher than present prices. Stored at to-day's prices means that butter would cost wholesalers 30-30½c at Christmas, i.e., allowing 2c for carrying it—which would be pretty dear butter. The market during the week has shown an advance of ¼c, 28⅜c being paid at Cowansville last week. Receipts show considerable shrinkage compared with last year. An American authority, speaking of the market, says: "The demand in the United States is not as large as it was at this time last year. The market on all first quality butter is steady, but is weak on all lower grades."

Butter—	
Finest creamery	0 28
Dairy prints	0 23
Dairy, solids	0 22
Separator prints	0 22
Bakers'	0 19

CHEESE. — Market is considerably higher, prices in the country having advanced to 17 5-16, which is a high market. The high price is accounted for by reason of large Government contracts being placed, which resulted in keen competition for the bulk of supplies. There is nothing else to warrant the high prices, as receipts are very high. The general opinion is that the make will continue to show market increase, and that prices will not advance much further.

Cheese—	
Old make	0 22
New make	0 18
Old specials, per lb.	0 22
Stilton	0 19

EGGS.—Receipts of eggs continue large, and the quality fairly good. Advices from the middle West, say Regina and Winnipeg, are to the effect that there is a flood of eggs, and storage space is filled up. Current receipts in the West must be taken care of. Thus the market in the West is weak. Eggs can be bought in car lots at 15c and 16½c, according to quality. No change in Montreal quotations.

Eggs, case lots—	
Stamped	0 24
Selects	0 23
No. 1's	0 22
No. 2's	0 17 0 18

HONEY.—The market is dull and featureless.

POULTRY.—Receipts of live poultry last week were fairly large, broilers coming in much more freely, and of better quality. There is a disposition, however, on the part of the farmer to market live poultry before well fattened. A few days of special feeding would repay the farmer three or four times over, as skinny fowl are a drug on the market. No frozen fowl over 5 lb. offering; 3-lb. fowl are selling for 15-17c.

Poultry—		
Frozen stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 16	0 18
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	1 00	1 25
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 14	0 18
Fowl, small	....	0 16
Turkeys	0 15	0 16
Ducks, old	....	0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 23	0 24

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	Butter boxes	Cheese boxes	Eggs cases
Week ending June 19, 1915	14,835	86,400	22,637
Week ending June 20, 1914	19,944	74,781	11,920

TORONTO.

PROVISIONS.—There is no special feature to the provision trade. Bacons are easy and demand is small while, as was the case last week, there is a big call for cooked meats of all kinds. Lard remains firm at last week's quotings:

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 17	0 17½
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 22	0 23
Boneless, per lb.	0 24	0 25
Pea meal, per lb.	0 25	0 25
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 12	0 12½
Pails	0 12¼	0 12¾
Tins, 3 and 5 lbs., per lb.	0 12¾	0 13⅛
Bricks, 1 lb., per lb.	0 13¾	0 14¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09¼
Tubs, 50 lbs., per lb.	0 10¼	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.	....	14 00
Live, per cwt., off cars	....	9 65

BUTTER.—The butter market is firm, chiefly on account of export. There is quite a respectable export demand and while the make is large enough the export call has synchronized with a pronounced demand from the home trade. There is, too, quite a lot of butter selling for storing nothwithstanding the high prices. We do not see any immed-

iate prospect of reduced levels; the three sources for high prices, (1) export, (2) storing, and (3) ordinary domestic, being pretty consistent at present. Baker's butter has advanced; the other prices, while strong, are unchanged.

Butter—		
Creamery prints, fresh made	0 28	0 29
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Bakers', lb.	0 19	0 21

CHEESE.—Prices are rambling right along again and following last week's advance they are up another half a cent this week. Export demand is still the reason. This keeps up unabated; at this rate the Allies ought to have enough cheese to line the trenches with. Demand is largely for war purposes. Still, retailers are having to pay high prices for cheese in a year when the make is as good as gold.

Cheese—		
Old, large, per lb.	0 22	0 23
Old, twins, per lb.	0 22½	0 23½
New, large, per lb.	0 17½	0 18
New, twins, per lb.	0 18	0 18½

EGGS.—Prices here at present are quite firm, but it is thought they may be easier on account of the conditions obtaining at present west of Winnipeg. It is said that there fresh eggs are selling at 16c, there are so many of them. Here they are cents higher than that and even allowing for the extra price taken up by freight our prices would appear to be such that at present the Western men could afford to ship their eggs down here in carloads. The West has an enormous supply. So that it is reasonable to suppose that prices will ease up some this week towards the end, after the holiday. Demand keeps right up to normal.

Eggs—		
Specials (in cartons), doz.	0 23	0 24
Extra (selects)	0 22	0 23
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY. — Old fowl and spring broilers divide what little business there is in poultry these days, and that isn't saying much. Dressed stuff gets no trade to speak of. Broilers must be up to weight conditions as we have observed before. Business is dull. There are no price changes.

Poultry (Dressed)—	Frozen dressed.
Chickens	0 17—0 20
Fowl	0 14—0 16
Ducks	0 16—0 18
Turkeys	0 20—0 28

Poultry—		Live.
Old fowl	0 12	0 14
Spring broilers, 1½ to 2 lbs. each	0 15	0 20
Old turkeys	0 15—0 16	

HONEY.—With the exception of the fact that levels are somewhat firmer there is nothing new to report. Demand does not vary much and it has not appreciated as a cause for the firmness in price. Supplies are none to heavy, however.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 00
Comb boney, No. 1, doz.	3 00	0 00
Comb honey, No. 2, doz.	2 40	0 00

WINNIPEG.

PROVISIONS.—All lines of hams and cured meats are steady as well as lard. Butter is plentiful and comparatively cheap. Eggs are also coming in quite large numbers. The high price of cheese has led to quite a revival of the cheese making industry in Manitoba and some jobbers have accumulated quite important stocks.

Hams—		
Light, per lb.	0 18	0 18½
Medium, per lb.	0 17½	0 18
Large, per lb.	0 15	0 15½
Backs, clear, per lb.	0 20	0 23
Bacon—		
Breakfast, per lb.	0 18½	0 23
Shoulders, per lb.	0 13½	0 14½
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	25 00	26 00
Short cut, per lb.	26 00	..
Lard—		
Tierces	....	0 13½
Tubs	....	6 88
Pails	....	2 77
Cases, 5s	....	8 47
Cases	....	8 70

BUTTER.—

Creamery	0 25	0 26
Best dairy	0 18	0 20
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 12½	0 15

CHEESE.—

Cheese—		
New, large	....	0 20
New, twins	0 20½	0 21
Manitoba	....	0 19

POULTRY.—

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 44.)

old turnips are moving poorly. Outside rhubarb is anybody's buy, at any price. Best stuff will still fetch 20c or a quarter, though. Mushrooms are higher and in good demand. There is some fine stuff in this line this week.

Asparagus, Canadian, baskets	0 75	1 25
Beets, imported, doz. bunches	....	0 60
Beets, bamper, doz. bunches	0 40	0 60
Beans, green, hamper	1 50	2 00
Beans, wax hamper	1 25	1 50
Cabbage, new, crate	....	2 00
Cauliflower, hamper	1 25	1 50
Cabbage, bush.	0 50	0 75
Carots, new	0 20	0 25
Carrots, bag, old	0 50	0 75
Carrots, new, hamper	1 50	1 75
Cucumbers—		
Slicing, botbouse, dozen	0 85	1 00
Hampers	1 25	1 75
Celery, California, doz.	....	1 25
Egg plant, doz.	....	2 00
Mushrooms, 6 qt. basket	1 50	1 60
Water cress, 11-qt. basket	....	0 50
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
Egyptian, crate	4 75	5 00
Bermudas, crate	1 50	1 75
Green onions, doz.	0 12½	0 20
Green peppers, basket	....	0 75
Green peas, 12-qt. basket	1 00	1 25
Potatoes, N.B. Delawares	0 65	0 70
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Carolina, bbl.	....	5 00
Potatoes, new, hamper	3 50	4 00
Parsley ,basket, 11-qt.	0 30	0 35
Radishes, doz.	0 10	0 20
Tomatoes, Florida, crate	2 75	3 25
Tomatoes, Mississippi flats, 4-bkt. carriers	....	1 50
Turnips, bag	0 35	0 50
Lettuce, leaf	0 20	0 30
Lettuce, Boston, head, small, doz.	0 90	1 00
Lettuce, Canadian Lead, doz.	0 50	0 75
Parsnips, Canadian, bag	0 55	0 65
Rhubarb, outside, doz. bunches	0 20	0 25
Spinach, bushel	....	0 25

WINNIPEG.

FRUITS AND VEGETABLES. — There is a quite satisfactory demand for fruits and vegetables. Oranges have advanced to $5 per case. Florida tomatoes 4 to a case are worth 1.25. Plums peaches and apricots are selling at 2.25, but will soon be cheap as the crop is a heavy one. Raspberries are in and going at $3.50. Hot weather will increase fruit consumption.

Apples—		
Washington	2 25	3 25
Apricots	....	2 25
Bananas, lb.	....	0 05
Cherries, per box (10 lbs.)	....	2 50
Lemons, Cal., case	5 00	5 50
Oranges, Valencias	....	5 00
Med. Sweets	4 25	4 50
Peaches	....	2 25
Plums, case	....	2 25
Pineapples, per case	....	4 50
Raspberries	....	3 50
Strawberries—		
Hood River, crate	....	4 00
Tomatoes, Florida	....	1 25

VEGETABLES.—

Potatoes, car lots, bushel	....	0 60
Potatoes, small lots	....	0 70
Onions, Washington, sack	....	3 00
Onions, Australian, sack	....	3 00

CANADA AND SWITZERLAND.

Switzerland Has Not Been Isolated by Reason of the War.

Certain unfounded rumors having led a part of the Canadian public to erroneously believe that Switzerland was completely isolated in the centre of Europe between four powerful belligerent nations, and, since the entry of Italy in the war, had been shut off from any outlet on the sea, and was consequently prevented from exchanging products with Canada, Mr. Henri Martin, Consul-General of Switzerland for the Dominion, has just received from the Swiss Political Department at Berne the following cable:

"There is in Switzerland absolutely no interruption of traffic with foreign countries. All said traffic goes through French ports direct or via Great Britain. Route through Rotterdam could also be used, but sailing opportunities are scarcer from Holland."

All Canadian newspapers are respectfully requested by the Consulate-General of Switzerland in Montreal to kindly reprint this information. The Consul-General states also that, according to a recent agreement with the Swiss National Bank and the Bank of Montreal, all Canadian payments intended for Switzerland can be made in Canada through the channel of all offices of the Bank of Montreal in the Dominion.

A. S. Pond from South River, Ont., is starting in business for himself at 1600 Queen street west, Toronto.

BUSINESS FOR SALE

FOR SALE — SAUCE MANUFACTURING business, including plant, formulae, etc. Box No. 100, Canadian Grocer, Toronto.

Downward Summer Movement in Flour

Little Business in Any Market—Flour, if Not Dead, Yet Sleepeth—Some Activity in Mill Feeds—Rolled Oats Strikes Quiet Patch—Harvesting Ontario Wheat Looked Forward to.

MONTREAL.

FLOUR.—While the local or country demands have not shown any signs of improvement, a steadier feeling has prevailed in the market for several days. Millers state that in all their experience they have not known a period of so prolonged dullness as has prevailed during the last two months. The consensus of opinion seems to be that fair stocks are still being carried by the trade, and there does not seem to be any prospect just yet of an improvement in the situation. The same remarks apply equally to spring and winter wheat flours. The former, first patents, are quoted at $7.10, and the latter, fancy patents, at $6.80 per barrel.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	7 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 80	7 00
90 per cent. in wood	5 40	6 60
90 per cent., in bags	3 00	3 10

CEREALS.—There is no change in the market for rolled oats, the feeling being steady. Very little business is being done.

Cornmeal—	Per 98-lb. sack
Gold dust	2 50 2 55
Unbolted	2 25
Rolled Oats—	90's in jute.
Small lots	3 20 ....
25 bags or more	3 15 ....
Packages, case	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	3 05
Rye flour, bag	3 00 3 20
Barley, pot	2 90

FEEDS.—On account of the falling off in the production of mill feeds, and the continued demand for it, has resulted in a limited supply being available on spot, and a steady feeling is evident in this market. Prices are the same on bran, shorts and middlings, as have been quoted for some weeks past; viz., $26, $28, and $33.

Mill Feeds—	Per ton
Bran	25 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—Like the rest of the different branches of the grain business now—that is, the selling end—the flour business is at low ebb. Cables, when they do come, only ask the price; they don't offer to buy, and domestic business is little or no better. The general downward summer movement has struck in now, and prices are tending downwards all the time. A trend of this sort grows on what it feeds on. The more easy become levels, the more easier they may become; what buyers there are keep on holding and holding off for a more propitious buying figure. There is no doubt that many needy purchasers are keeping out because they look for lower purchases. There are no flour changes to report at all.

With regard to the wheat market, there is little new there either. Manitoba wheat firmed up here a little Monday and sold up to $1.35¾. In Chicago, July wheat is worth $1.03, which contrasts oddly with our quotations of, say, a couple of months ago. The crumble in prices, though not so pronounced, still goes on.

Ontario wheat is coming to maturity nicely now, and the yield, it is said, will be a good one.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	5 50	6 40

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	6 00
90 per cent.	6 00	5 80
Straight roller	5 80	5 60
Blended flour	5 80	5 80

CEREALS.—The rolled oats trade is feeling summer quietness and the tendency is, if anything, lower. We quote $3 right now, but that price may be shaded in a day or two. Barley is more or less quiet, too. Peas are a trifle more active, but nothing to write home about at that. Buckwheat is very flat.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Grabam flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush	2 80	2 90
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 00	3 20
Rolled wheat, 100-lb. bbl	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—The activity with which we dealt last week keeps up, and shorts and middlings are enjoying some little business. It is nothing great, but the temptation is to make a lot of what little business we get nowadays. As pointed out last week, there is a slight scarcity because there has not been so much feed turned out, and the cool weather held things back, so far as the grass was concerned. It's hot enough now, though, and the firmness in this market may disappear. We have no price changes at this writing to record.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 26 00
Shorts	27 00 28 00
Middlings	30 00 32 00
Wheat moulee	.... 30 00
Feed flour, per bag	1 85 1 90
Oats—	
No. 3, Ontario, outside points	0 55 0 61
No. 3, C.W., bay ports	.... 0 67

WINNIPEG.

FLOUR.—Flour is a little firmer following the tone of the wheat market. Trade both domestic and export is dull. There is no inclination to stock up with flour as the general impression is that lower prices are inevitable later on.

Flour—	
Best patents, per bbl.	.... 7 00
Bakers'	.... 5 50
Clears	.... 5 60
XXXX	.... 4 50
Rolled oats, 80 lbs.	.... 3 25
Cornmeal, 98 lbs.	.... 2 25

The Leamington & Western Co-operative Company, Limited, Leamington, Ont., have been granted an Ontario charter to do business as sellers of fruit and vegetables. The provisional directors include Thos. Rowley, Chas. S. Sanders, J. Boyer, G. A. Morgan, A. H. Hewer, J. W. Milkins, Morgan Hatch, E. J. Stockwell, J. E. Burgess, E. N. Allen, W. J. Andison, C. W. Morgan, P. Jacques, G. G. Curtis, L. N. Malott, and A. A. Malott.



The popular brands that win and retain the trade of thousands of housewives.

Do you handle these lines? If not, you should get in touch with us at once.



RAINBOW FLOUR

is made of the best hard wheat in the world. Grown right in our Canadian Golden West. Every housewife will recognize its superiority for the uniformity of moisture, fermentation and baking. Rainbow Flour means perfect bread.

GOLD SEAL FLOUR

Made of best Ontario Wheat

is the last word in a perfect Pastry Flour. Thousands are using it daily for pies, buns, cakes and pastry. No flour is more scientifically prepared. Order from us direct.



Don't forget we carry a complete line of all bulk and package cereals. It is our greatest pride to know that all our products are absolutely as pure as science and skill can make them.

QUALITY—THEN PRICE—THAT'S TILLSON'S

Canadian Cereal and Flour Mills, Limited

TORONTO, CANADA

The Three Features You Insist Upon

in a product, and especially in macaroni, are combined most effectively in

L'ETOILE
(Star)

and

Hirondelle
(Swallow)

Made from the choicest of Manitoba Hard Wheat.

Manufactured here in Canada under the most sanitary conditions and scientific principles.

Advertised extensively wherever the public eye and attention can be obtained.

Could you ask more of any product? L'Etoile and Hirondelle are the macaronis particular people prefer. Why not make sure they know you can supply them?

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lh. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lh. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lh.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in harrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Ehy-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs	4 50
King's Food, 2 doz to case, weight 95 lbs	5 50
Wheat Kernels, 2 doz. to case, welght 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, welght 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85
Aylmer 14's and 30's per lb.		
Strawberry		0 14
Raspberry		0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lh.	0 37
Soluhle hulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in harrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lh. hoxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Cbocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. hoxes	0 35
Diamond, 8's, 6 and 12-lb. hoxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. hoxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Cbocolate, wblte, pink, lemon, orange, maple, almond, cocoanut, cream, In ½-lb. packages, 2 and 4 doz. in hox, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. hoxes	0 38
Chocolate wafers, No. 1, 5-lh. hoxes	0 32
Chocolate wafers, No. 2, 5-lh. boxes	0 27



Royal Baking Powder Pleases Them All

You can always sell *Royal Baking Powder* with confidence because it is *sure to please.* Cooks of all kinds have used it all over the world for many years. Established popularity, because of its absolute purity and extensive advertising, makes it the *easiest* baking powder to *sell,* and it will *pay you more profit* in the long run than any other baking powder you can handle. *Royal Baking Powder* is made of pure Cream of Tartar.

ROYAL BAKING POWDER COMPANY, NEW YORK



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



"There's your guarantee"

When you sell Yeast Cakes you don't want to "think" or "hope"—**you've got to know.**

Whether your customer is Mrs. Newlywed, her more experienced housekeeping friend or the baker, **you,** as a matter of solid business, want to supply yeast cakes that will ensure absolutely the best possible results in every batch of bread.

Take another look at that Expiry Date, Mr. Dealer, and remember that it's right on the outside of the label where your customer can see it months after the purchase. It may save her batch of bread and you a complaint.

You must realize what the rock-fast guarantee, as shown above, means to you in making sales and holding your trade.

White Swan Yeast Cakes

cost you $1.20 for 3-doz. case of 5c packages. A 10c coupon goes with every case. Save 10 of them and get a free case.

12½-lb. cartons for baker at 10c lb. Freight paid on shipments of 50 lbs. or more.

Order from Jobber or Direct.

White Swan Spices and Cereals, Ltd.
156 Pearl St., TORONTO

Nonparell wafers, No. 1, 5-lb. boxes 0 32
Nonparell wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Choice 10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors 20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.
A Handsome Tumbler in Each Tin.
1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.
MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s. B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s. B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$ 1 25
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. 6 50
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c....	$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each $1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each $3	25 00
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 75
Gallons, each, retail each $20	17 15

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. 1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.50; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

CLEAN STORES CLEAN PROFIT

THE CITY GROCERY STORES,
J. E. Nix, Prop.
Edmonton, Alberta.
January 26th, 1915

Imperial Oil Company, Limited,
Edmonton, Alberta.

Re Standard Floor Dressing.

Gentlemen:—

Kindly forward at once one 5 gal. tin of your Standard Floor Dressing.

We have tried during the last five years several kinds of floor dressing and have found none to equal the Standard. It is the best thing we have ever used as a dressing for our floors and we consider it much better for keeping down the dust than any sweeping compound.

Very truly yours,
The City Grocery Stores.
J. E. Nix, Prop.

STANDARD Floor Dressing

on your own floors will keep your store bright and fresh-looking and your stock free from dust. It eliminates disease germs, preserves the floors and lowers cleaning costs. One application lasts from 3 to 6 months.

Stores, offices, warehouses, etc., form a field for the sale of Standard Floor Dressing which has proved profitable for many grocery stores. It will pay you to stock Standard Floor Dressing. Supplied in half-pint, pint, quart, half-gallon, gallon, and five-gallon lithographed cans; also half-barrels and barrels.

MADE IN CANADA

THE IMPERIAL OIL COMPANY LIMITED

BRANCHES IN ALL CITIES

Hothouse Tomatoes

Are now very fine and cheap
Packed 15-lb. Baskets. Try them

MISSISSIPPI TOMATOES
4-Basket Crates. Now Arriving

CANADIAN STRAWBERRIES
Every Day

Cucumbers Cabbage Pineapples

"Royal Crest" Valencia Oranges

California and Verdelli Lemons

Everything the Pick of the World's Markets

WHITE & CO., Limited
Branch at Hamilton TORONTO
Wholesale Fruit and Fish

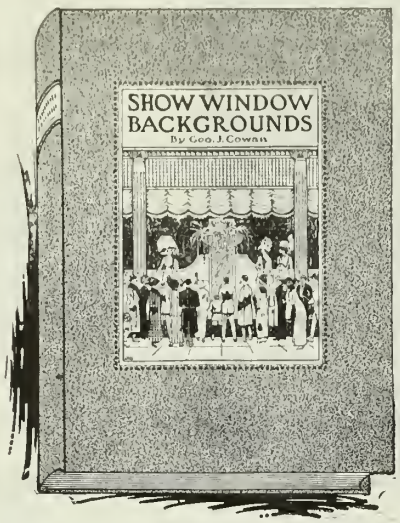
In buying KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES



This Book Will Help Trim Your Show Windows

"Show Window Backgrounds"

By GEO. . COWAN

Vice-President of the Koester School of Window Trimming

This is the most useful window trimming book ever published and sells at only $1.70 postpaid; a price that makes it possible for every window trimmer and merchant to possess it.

Every background design is drawn in such a way that anyone can follow out the idea the same as a carpenter does his work from blue prints. Every detail is fully illustrated and fully described with complete text matter.

The first half of the book has the windows arranged in the order in which they should be installed, thus being a yearly window trimming program.

The following partial list of contents will give you a clear idea of what a valuable book this is:

New Year's Windows.
White Goods Windows.
St. Valentine's Day Windows.
Spring Opening Windows.
Easter Windows.
Summer Windows.
Horse Show Windows.
Fall Opening Windows.
Carnival Windows.
Hallowe'en Windows.
Thanksgiving Windows
Christmas Windows.

Period Decorations in backgrounds, showing examples of *Greek, Roman, Gothic, German, Japanese, Egyptian, Moorish, Italian, French, Empire, Colonial, Mission, etc.*
Sale Windows,
Bas Relief Backgrounds.
Stencil Backgrounds.

and a great variety of general and special backgrounds, making up a total of over 150 background designs, with a great number of small detail drawings. Many of the drawings are in colors.

It has taken over ten years' continuous work to make the drawings in this book and over 25 years' experience in every phase of window trimming to equip the editor with the practical knowledge necessary to prepare a volume of this kind.

This book is 7 x 10 inches in size, strongly bound in de luxe silk cover with handsome art design. Over 250 pages and about 200 illustrations. Sent prepaid only on receipt of $1.70.

The MacLean Publishing Company, Ltd.
143-153 University Avenue, Toronto

6-lb. toy trunks, lock and key, 6-lb. toy drum, with drumsticks, 8 in case ... .08¼
Kegs, extra large crystals, 100 lbs. ..... .07¼
Canadian Electric Starch—
Boxes, containing 40 fancy pkgs., per case 3 00
Celluloid Starches—
Boxes containing 45 cartons, per case 3 60
Culinary Starches—
Challenge Prepared Corn—
1-lb. pkts., boxes of 40 lbs. .06½
Brantford Prepared Corn—
1-lb. pkts. boxes of 40 lbs. .07¾
"Crystal Maize" Corn Starch—
1-lb. pkts., boxes of 40 lbs. .07¾
(20-lb. boxes ¼c higher than 40's)

COW BRAND BAKING SODA

In boxes only.

Packed as follows:

5c packages (96) .....$ 3 20
1 lb. packages (60) 3 20
½ lb. packages (120) 3 40
1 lb. 30 / ½ lb. 60 } Packages, Mixed 3 30

SYRUP.

THE CANADA STARCH CO., LTD., CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case ...$2 65
5-lb. tins, 1 doz. in case 3 00
10-lb. tins, ½ doz. in case... 2 90
20-lb. tins, ¼ doz. in case.. 2 85
Barrels, 700 lbs. 3¾
Half barrels, 350 lbs. 4
Quarter barrels, 175 lbs. ... 4¼
Pails, 38½ lbs. 1 95
Pails, 25 lbs. each 1 40

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case ... 3 00
5-lb. tins, 1 doz. in case ... 3 35
10-lb. tins, ½ doz. in case.. 3 25
20-lb. tins, ¼ doz. in case.. 3 20
(5, 10 and 20-lb. tins have wire handles.)

ST. LAWRENCE SUGAR REFG. CO.

Crystal Diamond Brand Cane Syrup.

2-lb. tins, 2 doz. in case..$2 65
Barrels 0 03¾
½ barrels 0 04

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case $5 40
Cases, 4 doz. each, ovals, per case 5 40

INFANTS' FOOD.

Robinson's patent barley, ½ lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BEAVER BRAND CORN AND MAPLE SYRUP.

Quart tins (wine measure), 2 doz. in case, per case... 4 70

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s, Tins, 2 doz. to case.

Quebec, per case $1 85
Ontario, per case 1 30
Manitoba, per case 2 30
Saskatchewan, per case 2 60
Alberta, per case 2 70

DOMOLCO BRAND.

2s, Tins, 2 doz. to case.

Quebec and Ontario, per case 2 95
Manitoba, per case 3 40
Saskatchewan, per case 3 65
Alberta, per case 3 75
British Columbia, per case. 2 40
British Columbia, per case. 3 55

SAUCES.

H. P.

H. P. Sauce— Per doz.
Cases of 3 dozen 1 90
H. P. Pickles—
Cases of 2 doz. pints 3 25
Cases of 3 doz., ¼ pints .. 2 20

STOVE POLISH.

JAMES DOME BLACK LEAD.

2a size, gross 2 50
6a size, gross 2 40

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 65
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleanser	1 10

TEAS.

THE SALADA TEA CO.

East of Winnipeg.

	Wholesale.	R't'l.
Brown Label, 1s and ½s	.33	.40
Blue Label, 1s, ½s, ¼s	.40	.50
Red Label, 1s and ½s.	.46	.60
Gold Label, ½s	.54	.70

ORANGE MARMALADE. "BANNER BRAND" PURE FRUIT PRODUCTS.

JAMS AND JELLIES.

2's ....$ 2 15
4's 0 35
5's 0 42
7's 0 60
30's, wood 0 08
12-oz. glass jar 1 15
Tumbler, glass 0 95

MARMALADE.

2's, per doz. ....$ 2 30
4's, per pail 0 40
5's, per pail 0 45
7's, per pail 0 65
30's, wood, lb. 0 08¾
12-oz. glass jar, doz. 1 20
Tumbler, glass, doz. 1 00

Prices subject to change without notice.

MINTO BROS., Limited, Toronto.

MELAGAMA AND MINTO TEAS.

	Whol.	Ret.
1s, ½s, ¼s B.M.G. & J.	0 32	0 40
1s, ½s, ¼s B.M.G. & J.	0 37	0 50
1s, ½s, ¼s B.M.G. & J.	0 42	0 60
¼s only, B. or M.....	0 55	0 80
¼s only, B. or M.....	0 70	1 00

Packed 30, 60, 100-lb. cases.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c pks... 1 20

IMPERIAL TOBACCO CO. OF CANADA, LIMITED,

EMPIRE BRANCH.

Black Watch, ½s, butts 9 lbs. $0 60
Bobs, 6s and 12s, 12 and 6 lbs. 0 46
Currency Bars, 12s, ½ butts, 12 lbs., boxes 6 lbs..... 0 46
Currency, 6s, ½ butts, 9 lbs. 0 46
Stag Bars, 6½s, butts, 11 lbs., boxes 5½ lbs..... 0 48
Walnut Bars, 8½s, boxes 7 lbs. 0 64
Pay Roll, thick bars, 8½s, 6 lb. boxes 0 68
Pay Roll, thin bars, 8½s, 5 lb. boxes 0 68
Pay Roll, plug, 8½s, 12 and 7 lb. caddies 0 68
Shamrock, plug, 7½s, ½ butts, 12 lbs., boxes 6 lbs. 0 57
Empire, 7s and 14s, caddies 15 lbs., ¼ caddies, 6 lbs. 0 56
Great West, pouches, 9s ... 0 72
Forest and Stream, tins, 11s, 2 lb. cartons 0 80
Forest and Stream, ¼s, ½s and 1-lb. tins 0 80
Forest and Stream, 1-lb. glass humidors 1 00

Our Seal TUCKETT'S SMOKING Tobacco

has a peculiarly delightful fragrance—not a straight one-kind tobacco but a blend of the choicest leaves which took years of testing and experimenting to achieve. "Our Seal" is well known throughout tobacco-using Canada. While new on the market as compared with some of our old established brands, it is rapidly gaining in popularity with smokers who know and appreciate a really good blend.



You should stock "Our Seal."
Ask your wholesaler.

Tuckett, Limited
HAMILTON

The Erie Co-Operative Co.
Limited
of Leamington

control the output of the largest and best growers of hothouse and field vegetables and fruits:—

CUCUMBERS
TOMATOES
MELONS
PEACHES
CABBAGE
POTATOES
STRAWBERRIES
GREEN PEAS
CAULIFLOWER
EGG PLANT
PEPPERS
ONIONS, ETC.

and sell direct to the trade, from small lots to car lots. Fresh goods at right prices. **Write us.**
Special quantity quotations on Canadian Cabbage will be made at present.

Daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through —NOW.

Lemon Bros.
Owen Sound, Ont.

For Your Particular Customers Buy "Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - - $2.00
Special Western Edition - - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.

All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

BANANAS

Three Reasons Why Our Banana Trade Has Doubled Within the Last Few Years

1. *QUALITY*—We buy only the best Fruit imported, and buy it right. Our long experience has taught us how to get best results in ripening.
2. *CONSTANT SUPPLY*—When supply of Fruit is short, our orders to importers are amongst those that are filled. By leaving your order with us you have Fruit when the other fellow is out.
3. *UNIFORMLY FAIR PRICES*—Our prices are not guess-work—every bunch goes over the scale—and are priced according to weight.

By letting us look after your Banana trade, the same increase will be yours.

"The House of Quality"

HUGH WALKER & SON

GUELPH and **NORTH BAY**

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.

HAMILTON

The Best Process

You can grind up a mixture of wheat, and barley, and hay, and call it a "breakfast cereal," but you can't make

Shredded Wheat

that way. The shredding process is the best process ever devised for making the whole wheat grain digestible in the human stomach—but it doesn't permit us to use anything but perfect, cleaned grains of whole wheat. All broken, defective grains are discarded. There is but one Shredded Wheat; it stands alone, unique among cereal foods. No free deals—no premiums—just a good, steady profit from a steady demand which we create through continuous, persistent educational advertising.



MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls - Ontario

80-L

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

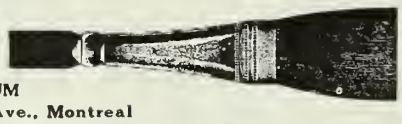
EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager


TANGLEFOOT

The Non-Poisonous Fly Destroyer
Destroys Billions of Flies every year—vastly more than all other means combined. Absolutely Sanitary.

CARD WRITER'S SUPPLIES
Send for Catalogue!

THE ART EMPORIUM
23 McGill College Ave., Montreal

SAY YOU SAW IT IN
CANADIAN GROCER

More than five million families annually testify to their superiority.

For twenty years the standard of clean, wholesome, natural, sun-cured, seedless raisins.



May be purchased from any wholesale grocer in Canada.

Canadian Agents:
Nicholson & Bain,
Winnipeg, Edmonton, Saskatoon, Regina.
Eugene Moore,
Toronto.
Universal Importing Company,
Montreal.

11 x 22 six-color display card mailed on application.

Always sold in this package.
AMERICAN VINEYARD COMPANY, Growers and Packers

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

TWO BOWSER SELF-MEASURING OIL tanks, enclosed in cabinet; nearly new; capacity 50 gals. each; sacrifice for quick sale. Box 95. Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

WANTED

SMALL CASH REGISTER FOR CANDY counter; must be in first-class shape in every particular. Give style, make, and capacity. J. W. Burgess, Ltd., Bala, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Torouto, Ottawa and Montreal, and between Orillia and the Soo, on commission hasis. Write Box 98, Canadian Grocer, Toronto.

WANTED—TWO GOOD LINES BY OLD-estahlished wholesale grocery specialty house that has the best of connections hetween Quebec, Windsor and Winnipeg. Well advertised, with good margin profit. State particulars. Box 99, Canadian Grocer, Toronto.

WANTED—GOOD MANUFACTURERS' LINES to establish agency and handle on the road—Maritime Provinces. Write with full particulars. Box 93, Canadian Grocer, Toronto

TEA SALESMAN — HIGH GRADE, FOR larger trade; Michigan and Indiana. This is a splendid opportunity for permanent, profitable position. Address Milford Sipes (Sales Mgr.), 321 Ash St., Detroit, Mich.

GROCERY TRAVELER WANTED WEST OF Hamilton. Mr. Murrell is going to the war; wanted a first-class experienced man to take his place. Apply Geo. E. Bristol & Co., Hamilton.

WANTED—EXPERIENCED MAN TO INstall and take charge of manufacturing department for spices, extracts, baking powder, jelly powders, olives and other grocery specialties. Apply hy letter, stating age, experience and salary required to W. H. Malkin Co., Limited, Wholesale Grocers, Vancouver, British Columhia.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates ahove and send along your ad. to-day.

DO YOU NEED HIM?

THE ADVERTISER IS EARNESTLY SEEKing an opening where real and practical executive knowledge will meet with the appreciation it deserves. He is a Scotsman, thirty-one years of age, of good appearance and address, with fourteen years' experience of the very best class grocery business. Having followed this business in four different countries, it has given him an insight into methods and systems which may he said to he unique. Possessed of a natural aptitude for salesmanship and organizing, he has always been successful, in so far as advancement of results are concerned. Last position held was that of assistant advertising manager in America's finest grocery establishment (fact) Will be glad to communicate with wholesale or manufacturing concerns in need of a capahle correspondent. "Opportunity" of more importance than initial salary. Address: Honorahle, Canadian Grocer.

WANTED — COMMISSION BROKERS IN grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

WANTED — GROCERY SALESMAN FOR country trip. Experienced man with connection preferred, or would consider young, energetic grocery clerk. Box 97, Canadian Grocer, Toronto.

SITUATION WANTED

ENGLISHMAN CONVERSANT WITH GROcery and allied trades, fifteen years in West, desires responsible, permanent situation with good wholesale house as travelling salesman, demonstrator or superintend sample distributing, tacking up advertising matter, etc. Reliable, excellent character. Full particulars to Enquirer, c|o P. Lamont, 9th & Lorne, Brandon, Man.

WANTED — A POSITION AS GROCERY clerk. Good experience and references. Address H. A. Coolidge, Box 663, Smith's Falls.

MISCELLANEOUS

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The Nationai Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

FINE FLAVOR

for summer desserts

MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.



CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH



WELLINGTON

JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

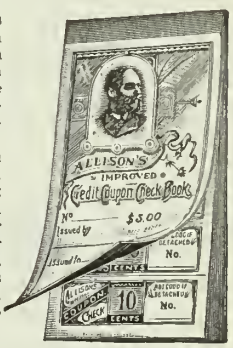
Phone 1577. **London, Ont.**

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the husiness—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.
Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

A SEED DEPARTMENT

will add to your profits

Kelway Langport England

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the **actual** wholesale **growers** for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure
LOWEST PRICES.

WRITE TO-DAY

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

For part of your spare time we will pay your fees for any of the following courses:

C.L.	COURSE
	Art—
1	Complete Art Course .....
2	Commercial Design (Decorative Design) .....
3	Book and Magazine Illustration .....
4	Newspaper Illustration ...
5	Fashion Plate Drawing...
6	Cartooning .....
7	Teachers' Art Course ....
8	Art Specialists' Course ...
9	General Art Course .....
	Advertising—
1	Complete Advertising ....
2	Retail and Local Advertising .....
3	Department Store Advertising .....
4	Manufacturing and General Advertising .....
5	Mail Order Advertising...
	Commercial Courses—
1	Complete Commercial ....
2	Bookkeeping and Commercial Forms (Primary)...
3	Bookkeeping and Commercial Forms (Advanced)..
4	Complete Stenographic ...
5	Shorthand and Typewriting .....
6	Commercial Law .....
7	Business Letter-writing and Follow-up Systems.
8	Commercial English .....
	Commercial Teachers—
1	Commercial Specialists ...
2	Commer. Teachers' Course
	Higher Accounting—
1	Complete Higher Acc'ting.
	Chartered Accountancy—
1	Primary .....
2	Intermediate .....
3	Final .....
4	Intermediate and Final...
5	Primary, Intermediate and Final .....
	Manufacturing Accounting
1	Complete Course .....
2	Cost Accounting Division.
3	Expense Distribution Division .....
4	Store-keeping Division ...
	Modern Banking—
1	Complete Course .....
2	Introductory Division ...
3	Final Division .....
	Journalism and Story Writing—
1	Journalism .....
2	Story Writing .....
	Economics or Political Economy—
	Salesmanship and Business Efficiency—
	Show Card Writing—
	Photography—
1	Photography, Amateur ...
2	Photography, Professional.
	Separate Subjects—
1	Arithmetic .....
2	Penmanship .....
3	Shorthand .....
4	Typewriting .....
5	Bookkeeping (Primary and Advanced) .....

SELECT the course that interests you, mark on the coupon below, your choice. Mail the coupon to us and we will tell you how you can get this course without it costing you a cent. You have only to give us a few hours of your spare time.

You are not obligated in any way by writing us. Here is an opportunity for you to take a course of study that will qualify you for larger responsibilities.

MAIL THE COUPON TO-DAY

MacLean Publishing Co., Limited,
Educational Department,
143-153 University Ave., Toronto.

Dear Sirs,—

I am interested to know how I can take a course of study without cost to me. Am desirous of taking course No....., under heading of.....

Name.....

Address.....

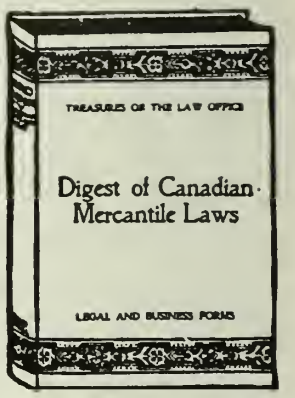
LAW

No one can afford to be ignorant of the laws governing business.

Few, however, have the time to read the many and complicated volumes of the country's laws and statutes, and for the benefit of the hustling business men a concise and understandable book has been prepared. It gives all the necessary laws and information regarding merchandising, the renting of a store or house, mortgages, buying property, collecting debts, etc. This book, the

Digest of Canadian Mercantile Laws

is a ready reference, a valuable guide in daily business, and is saving many dollars.



Eastern Edition

No work published in Canada equals it for business men

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct, post free, on receipt of price.
Keep the book ten days, and if it is not satisfactory, return it and get your money back. If remitting by cheque, make same payable at par, Toronto.

Price, $2.00—Postage Paid

The MacLean Publishing Co.
Limited
Montreal Toronto Winnipeg Vancouver
BOOK DEPARTMENT
143-153 University Ave., Toronto, Ont.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 61
American Vinegar Co. 60
Anglo-B.C. Packing Co. 9
Art Emporium 60
Assiguees Agents 60
Atlantic Sugar Refineries 1

B

Balfour-Smye & Co. 12
Barr Register Co. 54
Benedict, F. L. 60
Betts & Co. 13
Bickle & Greening 56
Borden Milk Co. 3
Bradstreets 61

C

Campbell Brokerage Co. 16
Canada Starcb Co. 17
Canadian Cereal & Flour Mills Co. 49
Canadian Sbredded Wheat Co 59
Carr & Co. 9
Cassell's Medicine Co., Dr... 10
Catelli & Co. 50
Clark, Ltd., W. 7
Classified Condensed Ads. ... 61
Codville Co. 20
Coles Mfg. Co. 4
Comte & Cie. 60
Connors Bros...Inside back cover
Continental Bag & Paper Co. 8
Crescent Mfg. Co. 61

D

Dominion Canners 5
Dominion Salt Co. 8
Dominion Sugar Co. ..... Front cover

E

Eckardt, H. P., & Co. 55
Erie Co-operative Co. 57
Escott & Co., W. H. 16
Estabrooks Co., & H. 17
Eureka Refrigerator Co. 19

F

Fairbank Co. 10
Fearman, F. W., Co. 56
Forbes & Nadeau 13
Freeman Co., W. A. 8

H

Hargreaves (Canada), Ltd... 9

I

Imperial Extract Co. ..... Inside back cover
Imperial Oil Co. 53
Irisb Grocer 60

K

Kearney Bros. 4
Kelway & Sons 61

L

Lake of tbe Woods...Back cover
Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 63
Leeuw, Henri de 16
Lemon Bros. 57
Libby, McNeill & Libby 4
Lindners, Limited 6

M

MacNab, T. A., & Co. 16
Magor, Son & Co. 20
Malcolm's Condensing Co.... 51
Mann, Laurie & Co. 61
Mason & Hickey 15
McAuley, W. J. 16
McCabe, J. J. 57
Measam, George E. 16
Millman, W. H., Sons 16
Minto Bros. 11
Montreal Biscuit Co. 11

N

Niagara Fruit Growers 15

O

Oakey & Sons, John 61

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd.... 16
Pinkbam, J. W. 8
Pure Gold Mfg. Co. 18

R

Robinson & Co., O. E. 60
Rock City Tobacco Co. 4
Royal Baking Powder Co. .. 51
Ruttan, Alderson & Lound, Ltd. 16

S

Salada 19
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 3
Stirling & Young 16
St. Lawrence Sugar Refining 13

T

Tanglefoot 60
Thum Co., C. W. 60
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited 57
Tippet & Co., A. P. 2

U

Upton Co., T. 53

V

Veno Drug Co. 10

W

Wagstaffe, Limited ..... Inside front cover
Walker Bin & Store Fixture Co. 6
Walker, Hugb, & Son 59
Watson & Truesdale 16
Wellington Mills 61
Wbite & Co. 53
Wbite Swan Co. 52
Wiley, Frank H. 16
Woodruff & Edwards 13
Woods & Co., Walter 59

Snappy Spices

"VICTORIA" Brand Spices are full of rich flavor and have the greatest pickling power.

They are guaranteed absolutely pure; and to comply with the present Government Pure Food Standard.

"VICTORIA" Pure Spices

In handy combination sifter and pouring top tins, to retail at 10 cts., are *The Spices* for *Your Trade.*

Special Offer until August the 1st:

Price per gross . . $10.80
2 doz. Free 1.80

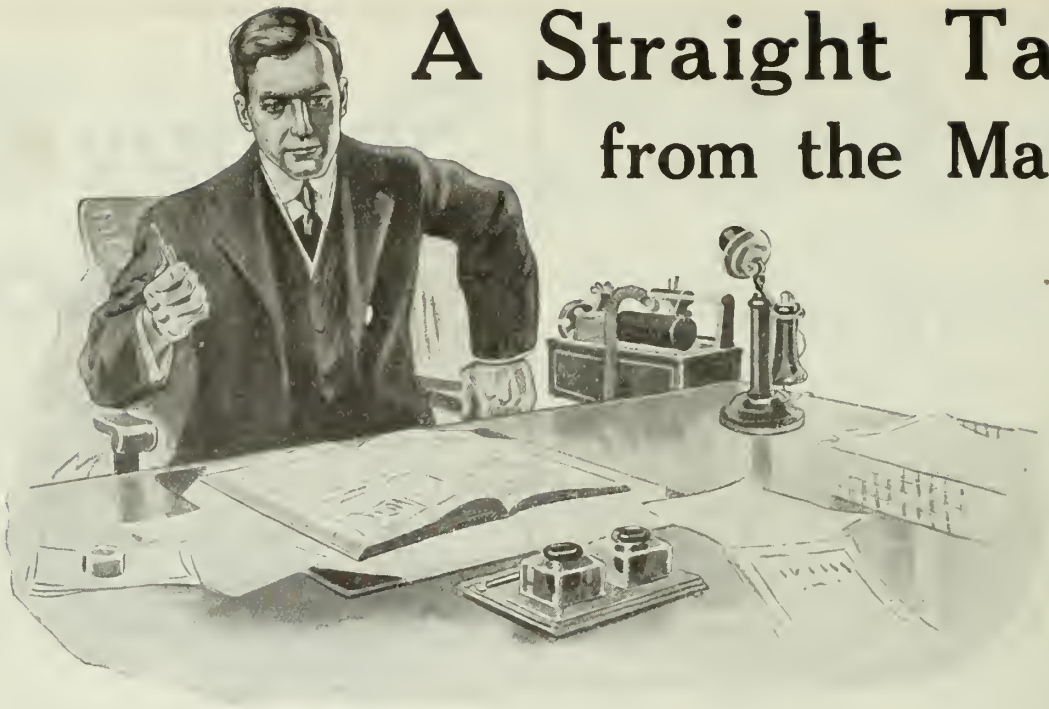
Your cost .75 doz. $ 9.00 gross

Send for a sample and see for yourself.

ROCK-BOTTOM PRICES
COURTEOUS SERVICE
PROMPT DELIVERY

Laporte, Martin, Limitée
584 St. Paul West, Montreal

A Straight Talk from the Manager



Canadian Grocer-ize Your Staff

THE Circulation Manager has just handed me a letter from F. G. Freeze, the Calgary grocer, and well known to our readers as a live wire. For some time past Mr. Freeze has been encouraging his help to read Canadian Grocer and make use of the sales ideas appearing in our pages from week to week. Evidently this plan works, for the letter contains a cheque and instructions to send Canadian Grocer for a year to 26 of his employees. This includes 19 new subscriptions and 7 renewals. Mr. Freeze has evidently decided that his experience with seven copies of Canadian Grocer coming into his store warrants him in thoroughly "Canadian Grocer-izing" his staff.

Every man in your employ should read every issue of Canadian Grocer thoroughly—markets, advertisements, editorials. It will make him a better grocer, a better salesman, and a better man.

Canadian Grocer is published for the man who wants to know—the men and youths who have the stuff in them to succeed. Join the crowd.

THE MANAGER.

Will You Let Your Wife Test Shirriff's True Vanilla if We Send You a Bottle Free?

Send for your bottle to-day without obligation. Let her try it for flavoring cakes, puddings, sauces, ices — or anything with which she wishes to secure an unusually rich and pleasing flavor.

Shirriff's

True Vanilla



is 50% above Government Standard

Consequently only a trifling amount is required to flavor a cake or pudding.
Surely these are points of vital concern to your customers? Surely these are points that will help you win customer satisfaction and large and continued sales? If you want to make sure Shirriff's is the best extract for your customers and your sales, just send for your free bottle and let your wife try this famous flavor on her next cooking. You could let it rest safely with her opinion, couldn't you? Write for your bottle to-day.

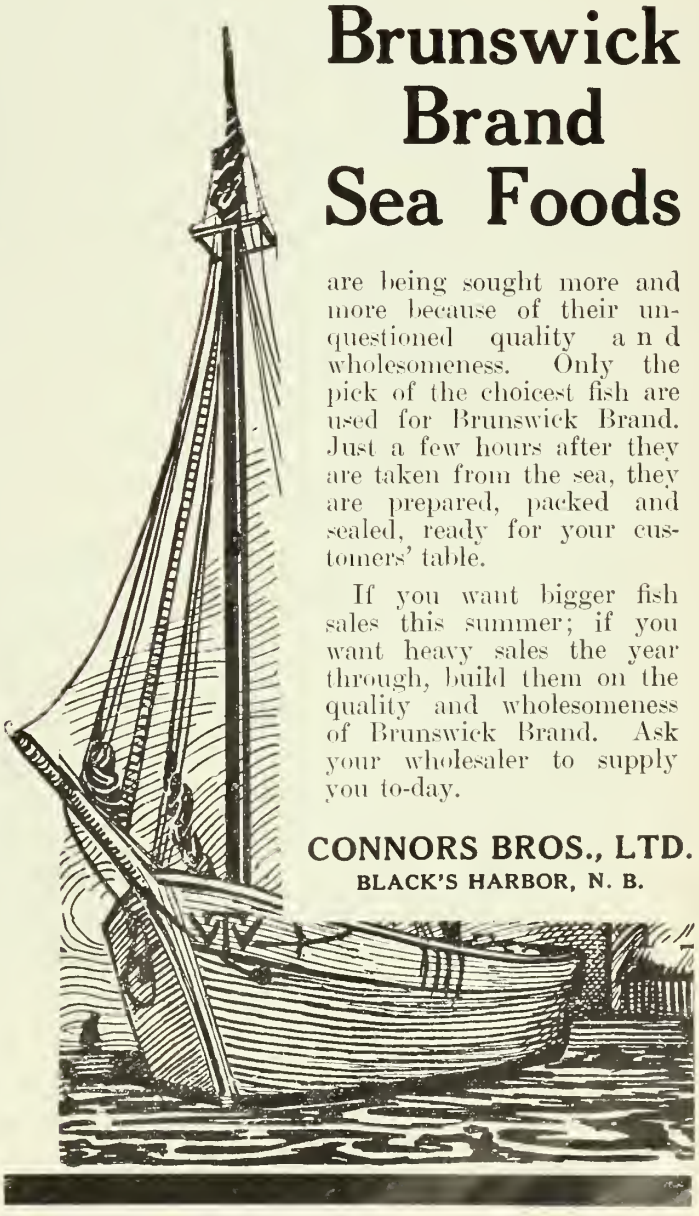
Imperial Extract Co.

Steiner and Matilda Streets
Toronto



Go After Summer Fish Sales Now

Heavy foods are being cast aside, for the time. Light, nourishing, appetizing sea foods find a strong appeal in every home.



Brunswick Brand Sea Foods

are being sought more and more because of their unquestioned quality and wholesomeness. Only the pick of the choicest fish are used for Brunswick Brand. Just a few hours after they are taken from the sea, they are prepared, packed and sealed, ready for your customers' table.

If you want bigger fish sales this summer; if you want heavy sales the year through, build them on the quality and wholesomeness of Brunswick Brand. Ask your wholesaler to supply you to-day.

CONNORS BROS., LTD.
BLACK'S HARBOR, N. B.

Puddings

Five Roses brings you another profit suggestion.

There's money in the old baking-powder can when it's used to boil puddings. In many a Canadian home FIVE ROSES is the binder that holds together all the delightful details that make a pudding justly famous.

Goodness only knows how much FIVE ROSES is used in puddings, but think of the numberless different kinds. Why, the FIVE ROSES Cook Book alone gives over 10 pages of splendid pudding recipes. It's another profit opportunity that FIVE ROSES brings you—another reason why YOU should sell

Five Roses*

FLOUR *for Breads-Cakes Puddings-Pastries*

Why not collect your little royalties on every pudding made?

Through the FIVE ROSES Cook Book (over 200,000 copies in daily use to date), we are teaching thousands of flour buyers to not only make better puddings, but to make better bread, cakes, pastries, etc. These customers are better quality buyers. They *know* what FIVE ROSES will do for them. They are eager to attempt new recipes. Thus they become *bigger* consumers not only of flour, but of everything that goes with it in their favorite recipes.

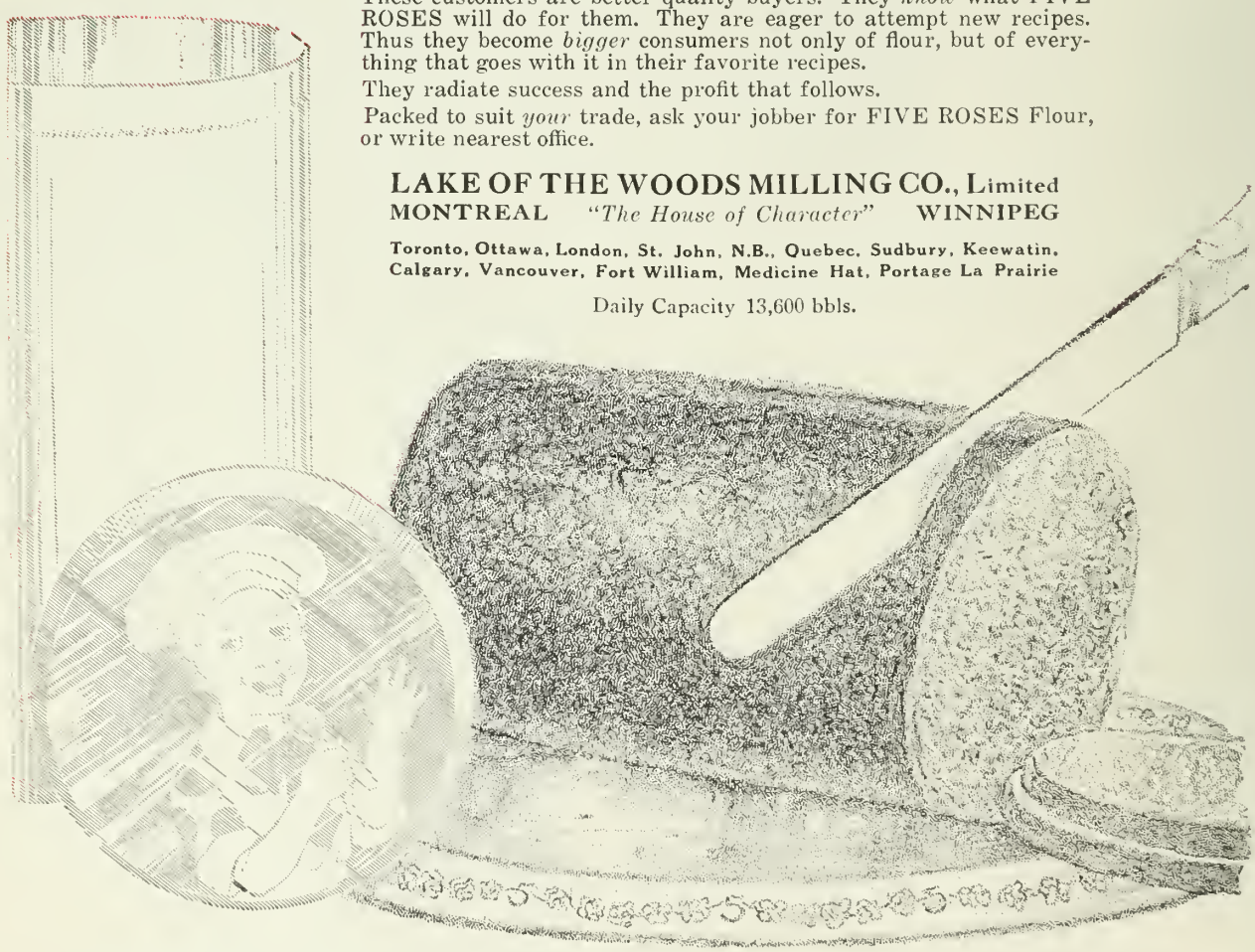
They radiate success and the profit that follows.

Packed to suit *your* trade, ask your jobber for FIVE ROSES Flour, or write nearest office.

LAKE OF THE WOODS MILLING CO., Limited
MONTREAL *"The House of Character"* **WINNIPEG**

Toronto, Ottawa, London, St. John, N.B., Quebec, Sudbury, Keewatin, Calgary, Vancouver, Fort William, Medicine Hat, Portage La Prairie

Daily Capacity 13,600 bbls.



*Guaranteed not Bleached—Not Blended.

SELLING CAMPAIGN ON FANCY BISCUITS

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JULY 9, 1915 No. 28

CHEWING TOBACCO SAVED LIVES

Helped Soldiers to Overcome Effects of Gases.

Special Cable from The Montreal Gazette's Resident Staff Correspondent.

London, June 4.—That chewing tobacco has literally saved lives at the front is the statement made in a letter from a corporal of the Canadian artillery to a Suffolk clergyman. "What hurt us most," he writes, "was the poisonous gas, which made the air green and yellow, choking and poisoning men where they stood. **Tobacco saved many lives in that battle. We began to feel choky, but put big chews in our mouths, and this caused us to expectorate the gas. Now whenever we notice the gas, we chew tobacco, which greatly helps.**"



Black Watch

CHEWING TOBACCO

is as famous as the regiment of the same name.

Besides saving lives, BLACK WATCH will also save many a tobacco store, for there is never a cessation in its sales; on the contrary, it is getting more popular every day.

The Soldier's Favorite.
The Civilian's Favorite.
The Tobacconist's Favorite.

Keep a good stock.

Handled by All the Wholesale Trade

There is much more profit in selling

Chase & Sanborn's Coffees

than in trying to explain to a customer why you don't handle them.

Chase & Sanborn, - Montreal

HIGH-GRADE COFFEES.

TUCKETT'S ORINOCO



is the finest Old Virginia—not the tasteless, harsh weed that is often sold for real "Virginia" tobacco.

"Orinoco" is a really delightful blend that has a rich, mellow flavor and a fragrance that bespeaks tobacco goodness.

It is the kind that brings the man to your store for his tobacco supply. Cultivate this trade.

Order from your wholesaler.

TUCKETT, LIMITED

HAMILTON, ONTARIO



Here is the new Sugar that your customers are asking for.

Lantic Sugar

THE SUGAR OF EXTRA SWEETNESS

Make your profit on all the business we are sending to your store through our splendid newspaper, magazine and poster advertising. Stock the full line of LANTIC SUGAR — the 10, 20 and 100-pound bags, as well as the 2 and 5-pound cartons and the barrels. We are creating the sales for you. You have but to satisfy the demand.

ATLANTIC SUGAR REFINERIES LIMITED

MONTREAL AND ST. JOHN, N.B.

Lantic Sugar

A Big Profit-Maker During the Hot Days—

STOWER'S

Lime Juice Cordial and Lime Juice

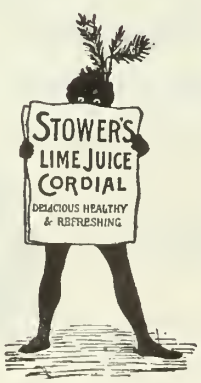
Usually bought because the whole family wants it and enjoys it.

Keeps the blood and digestive organs in a healthy condition.

A display of "Stower's" and a supply in the refrigerator will immediately draw sales.

Stower's Lime Juice Cordial is supplied to His Majesty the King and to the British House of Commons.

Get your wholesaler to supply you at once.



Arthur P. Tippet & Compan
Agents, Montreal, Que.

Why Wait Till the Summer is in Full Swing?

Why wait till summer heat and picnics and camp parties are at their height before you make a definite bid for the heavy trade they create for Borden Milk Products?

Most people figure they simply cannot do without Borden's, especially during the warm summer months.

Let an attractive window display be the link between this need and your sales. Make SURE they know you handle Borden Milk Products.

Put that window display through to-day.

Borden Milk Co., Limited

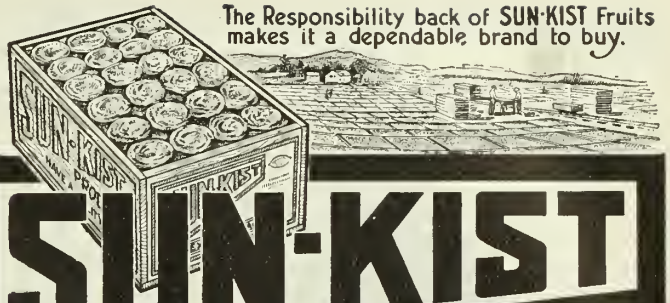
"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B. C.



The Responsibility back of SUN-KIST Fruits makes it a dependable brand to buy.



SUN-KIST

REG. U.S. PAT. OFF.

DRIED FRUIT TALKS

There's No Guess Work

All SUN-KIST Dried Fruits are packed to schedule—there's no guess work like there was in olden times.

Then, peaches were peaches and prunes were prunes, as folks were not so particular. To-day, they recognize and appreciate the difference between ordinary dried fruits and the SUN-KIST Kind.

SUN-KIST Dried Fruits and Raisins are not only packed in the districts of California where the *best quality* and *finest fruits* are grown, but are a *selection of the best* produced in these localities.

Furthermore—they are packed by people who know what good fruits are and how to pack them—No wonder, they have been 50 years *learning how.*

Connect with SUN-KIST if you wish to give your customers the kind that will *bring them back.*

Wholesale Distributers In Every Territory—Ask Them

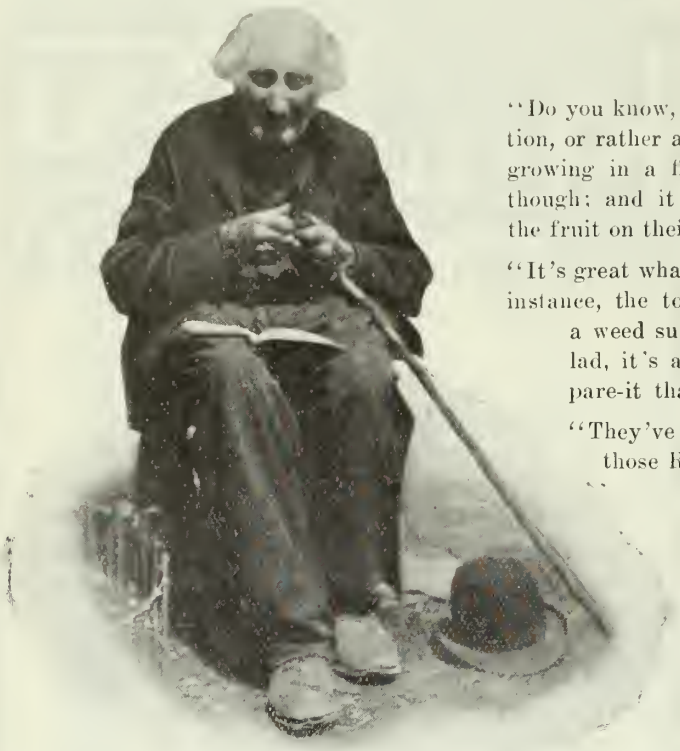
PLACE YOUR FALL ORDER NOW

SUN-KIST Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store

No. 5

Old Uncle Sol



(Canada's 105-year-old Pioneer)

TOMATOES AS FLOWERS

"Do you know, lad, the first tomatoes grown in Canada were used as a decoration, or rather as a curiosity in the flower gardens? The first I ever saw were growing in a flower bed at Niagara Falls—that's a good many years ago though; and it was a long time after that before people commenced using the fruit on their tables.

"It's great what we find out to be good which we at first thought useless; for instance, the tobacco plant. Who'd have thought we would enjoy chewing a weed such as the tobacco plant? But, lad, it's all in the knowing how-to-prepare-it that makes for a good chew.

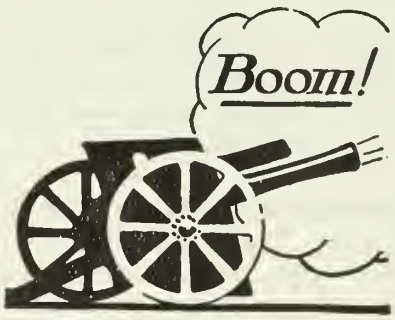
"They've got the **know-how** down pat, those Rock City Tobacco people."



Stock King George Navy. Get the Grocery order trade.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg



We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion.

You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality.

There are no "cut prices" on "WINDSOR" OR "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior.

All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

The Canadian Salt Co., Limited

WINDSOR, ONT.

"Windsor" and "Regal" Salt

More Than Ever in a Class by Itself

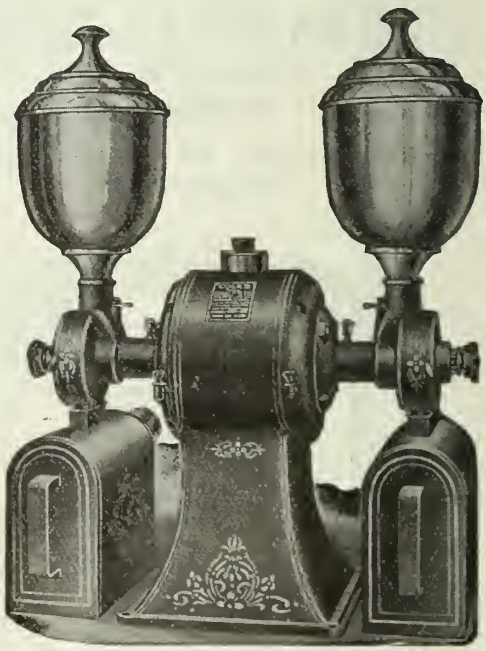
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Canada's Choicest Catsup

AYLMER BRAND

That delightful tang and flavor found only in Aylmer Brand will create unusual demand—and hold it.

Canadian tomatoes are unequalled anywhere for richness of flavor. Aylmer Brand Catsup brings to your customers these choicest tomatoes, prepared with the utmost care. Ask your dealer to send you a few cases to-day.

DOMINION CANNERS LIMITED
MADE IN CANADA
HAMILTON

The Evidence of Quality

Why hide your perishable goods, when you really want to sell them?

Show butter, lard, cheese, cooked meats, lettuce, celery, berries, etc., in an ice-cold

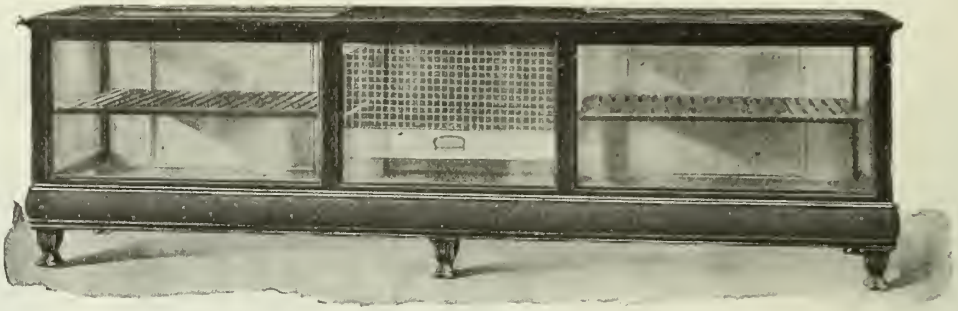
ARCTIC

SILENT SALESMAN REFRIGERATOR

It has the dry cold circulating air system—made in 6 and 8-ft. lengths, handsomely finished; smallest ice consumption possible.

Write for Catalog and Prices.

John Hillock & Co., Limited
TORONTO, ONT.



NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin

FRUIT BULLETIN

Buy your cherries now: White, Black, Red Sour, all Niagara Peninsula grown are now most plentiful. The Red Sour is the par excellence for preserving. Have your grocer secure your needs at once. Raspberries begin to arrive next week.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

"Cow Brand" success is never doubted



Housewives have absolute confidence in the baking results when they use **Cow Brand Soda.** For Strength, Purity and Reliability it is unsurpassed. It is the surest trade builder and holder. Fill in your stock to-day.

CHURCH and DWIGHT
Limited

Manufacturers
MONTREAL

Purity TABLE SALT



Sell it in the **handy, free-running, Sanitary Packages.** Show them in your windows, display them on your counter, and keep Canada's purest salt before your trade in an attractive form.

Purity Salt is made in the most modern vacuum salt plant by expert workmen.

It's a big seller and worth while pushing, for it satisfies every woman.



The
WESTERN SALT CO.
LIMITED
COURTRIGHT,
ONT

CLARK'S PORK AND BEANS



PLAIN
CHILI
AND
TOMATO
SAUCE



MADE IN CANADA

FROM
CANADIAN PRODUCTS

Still lead all others, either domestic or imported.

DON'T LOAD YOUR SHELVES WITH
GOODS THAT STAY THERE.

BUY WHAT SELLS

W. CLARK, Limited, Montreal

Clark's

ROBINSON'S

Of BRISTOL, ENGLAND

TIN FOILS FOR TEA WRAPS
½-lbs. and 1-lbs. (Substitute for Tea Lead)

TEA AND COFFEE BAGS
(Parchment Lined)

VEGETABLE PARCHMENT
AND GREASEPROOFS

WRAPPING PAPERS
(Rolls or Sheets)

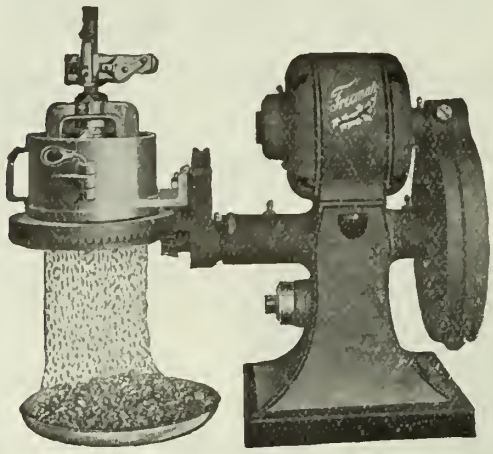
PAPER BAGS
OF ALL DESCRIPTIONS

EVERYTHING IN PAPER
AND PRINTING

All inquiries to

J. W. PINKHAM
73 Boustead Ave. Toronto, Canada

Freeman's Electrical



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

GOOD BLUE

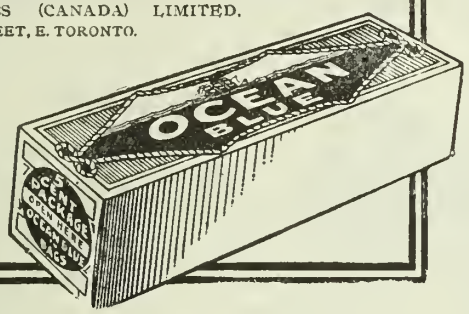
OCEAN BLUE is good Blue and people come again and again for it. It leaves linen white as snow; it leaves your shelves freely; it leaves a living profit.

Order from your Wholesaler.

OCEAN BLUE

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents: For Man., Sask. & Alta. Nicholson & Bain Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO. LIMITED
VANCOUVER, B.C.

Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

Tell your wholesaler you must have

DA COSTA & CO.'S EXTRA FANCY BARBADOS MOLASSES

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

INSIST UPON HAVING DA COSTA'S

GOOD NEWS FOR CANADA

McVITIE & PRICE, Limited

Biscuit Manufacturers

EDINBURGH (Scotland) and LONDON (England)

have now a complete chain of Agents from the Atlantic seaboard to the Pacific Coast, who carry fresh stocks of their high-grade Biscuits.

Write to any of these Agents for samples and terms and you will receive prompt attention:

Nova Scotia.	C. E. Choat & Co., Halifax, N.S.
Quebec and Ontario.	C. H. Cole, 501 Read Buildings, Montreal.
	C. H. Cole, 33 Front East, Toronto.
Manitoba and Saskatchewan.	Richards & Brown, Ltd., James St., Winnipeg.
Alberta.	Campbell, Wilson & Horne, Ltd., Calgary.
	Campbell, Wilson & Horne, Ltd., Lethbridge.
	Campbell, Wilson & Horne, Ltd., Edmonton.
British Columbia and Yukon.	Kelly, Douglas & Co., Ltd., Vancouver.
	Kelly, Douglas & Co., Ltd., Victoria.
	Kelly, Douglas & Co., Ltd., New Westminster.
	Kelly, Douglas & Co., Ltd., Prince Rupert.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 501 Read Bldgs., Montreal

Cleave's

CELEBRATED

DEVONSHIRE CREAM

Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive 5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.
TORONTO—Mason's Ltd., 25 Melinda St.
WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED

CREDITON, DEVON, ENGLAND



Every Jar a Salesman

Yes, and you too can make every jar on your shelves a salesman—by insisting on goods sealed with Anchor Caps. No goods are more *sure* to attract, please and satisfy your trade than those which Anchor Caps have made absolutely safe. Your jobber can get Anchor Caps for you on any bottled goods, so why not insist upon having them to-day?

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road — TORONTO, CANADA

When a Woman Picks Up a Broom

one of the first things she does is look to see if the handle is smooth. The perfection and attractiveness of the handle of the

"NUGGET" BROOM

are big aids to a dealer in selling to the woman who comes into his store for a broom.

The woman who handles a "Nugget" broom will buy it. It is light, made of the best grade corn, and shows the higher grade workmanship that we put into it. It easily is the best light broom on the market.

Investigate the "Nugget" before you stock more brooms.

For prices, etc., write

Stevens - Hepner Company, Limited
Port Elgin, - Ontario

The "Nugget" broom is only one of the famous Keystone Brand Brooms and Brushes.



BLACK JACK

QUICK CLEAN HANDY

¼-lb. tins—3 doz. in case



TRY IT

SOLD BY ALL JOBBERS

Say You Saw It
in
Canadian Grocer

Don't Slam Up the Receiver

on a phone order without suggesting

E. D. S. GRAPE JUICE

(The pure and unadulterated juice of Winona's luscious grapes)

Whether you're taking an order over the 'phone or over the counter, don't miss this splendid opportunity to increase your sales.



"You think that is all, Madam?—you should try a bottle of E.D.S. Grape Juice—it's very refreshing these hot days—excellent for the children as well as for the older folk. It's the pure juice of the Winona Grapes—the finest flavored in the world. You had better let me include a bottle in your order, Madam."

A sale won't result every time, but often, and every time you suggest E.D.S. Grape Juice you are recalling to the customer's mind the extensive consumer advertising and **linking it up with your store.** It's worth the effort. Try it.

STOCK UP TO-DAY.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality
—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO



Every sip a delight

Your customers will appreciate the superior quality, flavor, strength and aroma of

So convenient, so economical. Made instantly by simply adding boiling water. No delay, no trouble. A most excellent seller.

SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE

THOS. SYMINGTON & CO.
Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg — Messrs. Shallcross, Macaulay & Co.





Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO

The Canadian Standard of Quality

St. Lawrence Granulated

100% Pure Cane Sugar. Give Your Customers the Best.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

TEA

Ceylons, Indians, Japans, Chinas, Formosas

At first hand costs.

Specially selected for the Canadian Trade. Large selection from Stock or Afloat Teas.

Import Orders a Specialty

Write for samples and quotations, or send us your samples to match. We are Tea Experts with over 40 years' successful trading with Canadian Merchants.

John Duncan & Co.

Established 1866 MONTREAL

CANADIAN AGENTS

Ruttan, Alderson & Lound, Ltd.
Winnipeg

L. A. Gastonquay,
60 Bedford Row, Halifax, N.S.

Nelson, Shakespeare,
Watkins, Ltd.
Vancouver, B.C.

White MALT

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength.

In short, it is the Vinegar which will pay you best to handle.

Write for sample and quotation.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

Display, Suggestions and Salesmanship Create Sales

Care to Supply Good Goods in Excellent Condition is the Guarantee of Satisfied Customers and Repeat Sales—Some Suggestions for the Proper Care and Handling of Fancy Biscuits as Suggested by The Montreal Biscuit Co.

A SUCCESSFUL Canadian grocer made this very caustic statement to his head clerk in course of a discussion of ways and means to get the maximum summer fancy biscuit trade: "Jack, your newspaper advertising, your window displays, etc., will produce big results we know, but it is up to us to see that every biscuit that is sold goes out of the store absolutely fresh and in as good condition as when the box is first opened.

"If our customers find that what we have told them is true, that we can supply them with biscuits just as pure, nourishing and tasty as they themselves can make, and at just as little or less cost, they will quit cooking over hot stoves, not only in the summer time, but all year round, resulting in increased year-round biscuit sales for us."

These remarks show the wisdom of this grocer and the basis on which he had built up his business. He knew, however, that it was one thing to tell "Jack" to do this, but he also knew it was necessary to give him the benefit of his many years' experience, with some real facts and suggestions as to *how* to see that the biscuits were properly cared for. The following are a few suggestions which he put in writing in order to assist him in this purpose:

Biscuits are to a certain degree perishable, and should, so far as possible, be kept in a cool, dry place. See that no oil, salt, meat or other articles having a strong odor are stored or kept close to biscuits. Do not keep your open stock too near the door, especially in damp, rainy weather, as goods of this character quickly absorb moisture, which affects the freshness. An M.B.Co. biscuit protected in this way will always be crisp and delicious when it reaches your customer.

If you sell biscuits from a wooden box or barrel, invariably see that the box or barrel is kept covered or closed to protect contents. This is important if you expect the goods to remain fresh. If they come fresh from the barrel, an M.B.Co. biscuit is unsurpassed for richness of flavor.

Keep your Glass Front Tins clean—wipe off the tin and glass frequently and remember that customers often judge the goods by the condition of the package that contains them. If the glass or tin is dirty, the customer assumes the contents are old and have been on hand a long time. The M.B.Co. tin is bright and attractive, showing the goods off to best advantage.

In selling biscuits from glass front tins, endeavor to preserve the facing or show on front of tin by taking biscuits from the back. It is often desirable to replace the tin, especially when one-half or three-fourths of contents have been sold; otherwise the remaining portion looks uninviting. Remember always that you can tempt your customers to buy by appealing to their palates. One purchase of the justly popular M.B.Co.'s biscuits invariably means another.

Occasionally change the arrangement of your tins and cartons. Place those that are not selling freely on top of display, where they may be seen by everyone who enters your store; in this way you will keep every kind moving; many people have many tastes, but there is an M.B. biscuit to reach them all.

At your leisure, build a pyramid or some fancy design out of your cartons; these will attract attention and result in sales.

Do not pile your cartons where the sun will shine directly upon them; the colors in the wrappers are delicate and will fade if the sun's rays strike them, especially through the glass of a window.

In following the above suggestions, do not allow your efforts to be wasted and the results disappointing because the biscuits you have stocked are not the very best quality. Years of experience and study in biscuit making and big expenditure in the most sanitary and up-to-date equipment is the reason for the unbeatable quality of every biscuit turned out by the Montreal Biscuit Co. Start right! Supply your customers with M.B.Co. biscuits and the success of your biscuit business is assured.

THE MONTREAL BISCUIT CO.,

Manufacturers of Biscuits and Confectionery,

MONTREAL.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
Agents for the Sudbury Flour Mills Ltd, Sudbury
Reference : : : Bank of Montreal

A want ad. in this paper will bring replies from all parts of Canada.

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND
LIMITED
COMMISSION BROKERS
Representing Canadian and British Houses
Agencies Solicited.
WINNIPEG. - MAN.

When writing advertisers kindly mention having seen the advertisement in this paper

NEWFOUNDLAND.

T. A. MACNAB & CO
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.



Eminently British

Grown under ideal conditions in that gem of British possessions—Nature's favored isle—Ceylon.

Plucked and prepared by loyal British subjects. Packed in Canada by Canadian work-people with British machinery and in British-made aluminium.

Enjoyed throughout the Dominion wherever the true British appreciation of QUALITY is to be found.

This high standard of quality will never be allowed to lapse for one moment and may be absolutely relied upon under any market conditions.

"SALADA"

MONTREAL TORONTO LONDON, ENG.

FINEST COHOE SALMON

1s Tall (c/s 48 Tins)
$.145 Doz.

ALL OTHER GRADES OF SALMON AT LOW PRICE

Write, wire or phone at our expense
Adel. 1057, 941, 867

Warren Bros. & Co.
LIMITED
Queen and Portland Sts., TORONTO

Get the Eureka Catalogue To-day



Why wait till summer's heat takes its daily toll of spoiled or tainted goods? Why wait till that ice-box or make-shift refrigerator has eaten a whole in your profits large enough to buy you a really dependable one? Write to-day for the Eureka Catalogue, and select the one best suited to your needs. You can do so with the assurance that for thirty years the majority of grocers and butchers have proven the Eureka the best paying, best profit-yielding investment they have ever taken up. But—be sure to get that letter off to-day.

WRITE NOW.

Eureka Refrigerator Company
31 Brock Ave. Limited TORONTO

The Barley that's Asked for

Robinson's "Patent" Barley is what your customers are asking for and what it pays you to sell.

The demand has been increasing for nearly a century, as

Robinson's "Patent" Barley

has always been recognized as the *Best Food* for infants.

There are hundreds of your customers who know and are using *Robinson's "Patent" Barley*. A neat display on your counter or other prominent position will ensure their business coming to you.

Agents for the Dominion of Canada.

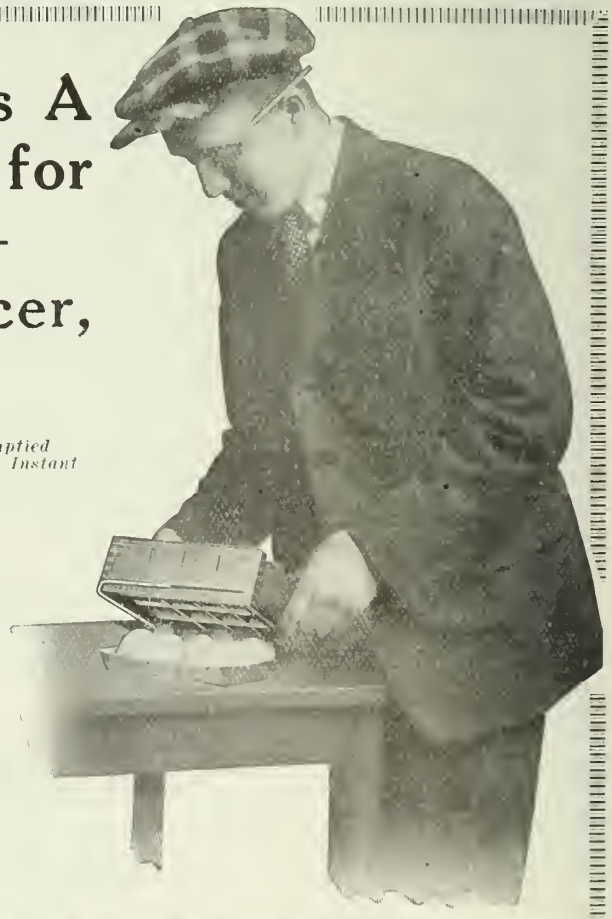
MAGOR, SON & CO., LIMITED

403 ST. PAUL ST. W., MONTREAL. 30 CHURCH ST., TORONTO



Filled in Nine Seconds

John Has A Message for You— Mr. Grocer, Listen!



Emptied in An Instant

I'LL never forget the day the fellow came into the store to sell the boss Star Egg Carriers—says John, the delivery boy. We were then using paper bags and packages, and when the fellow asked the boss if he had any broken eggs, he answered "No." And, I actually believe he meant it. Gee! he didn't know of the five broken on my wagon that very morning and how mad Mrs. Jones was when she saw them, and he didn't know of the other times, every week, that the same thing had happened on the different wagons. Perhaps fewer eggs broken, but the customer always tearing mad. We fellows simply couldn't help it. The paper bags and packages didn't protect the eggs. We didn't always tell the boss every time we broke an egg either. There was enough excitement without stirring up his ire. We simply put up enough eggs ourselves to make good the loss and took them to the customer.

Things are different now since the boss gave us Star Egg Carriers and Trays. We haven't had a broken egg since we started using them. It surely saves me a lot of time and trouble; the boss swears it's the best investment he ever made—and his customers, I'd simply hate to have to leave them eggs in paper bags or packages again.

Perhaps there's a thought here for you, Mr. Grocer. Our booklet tells all about the Star System. Write for it.

Star Egg Carrier & Tray Mfg. Co.

1500 JAY STREET, ROCHESTER, N.Y.

CANADIAN GROCER

VOL. XXIX TORONTO, JULY 9, 1915 No. 28

Pushing Sales of Fancy Biscuits

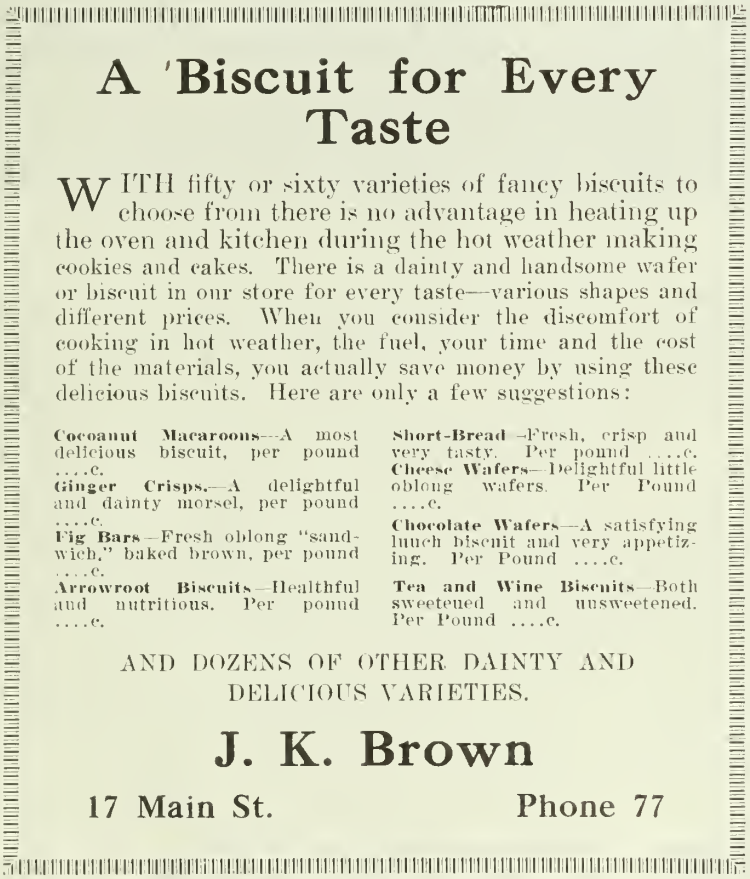
Campaign of a Western Grocer Analyzed—Chief Talking Point That Warm Weather Was No Time for Cooking Over Hot Stove—Newspaper Space and Displays Were Features—Some Actual Arguments

Written for Canadian Grocer by J. R. MANTLE.

Sixth of The Mantle Series.

THERE is a certain retail grocer in a city in Western Canada who makes a strong bid every year for trade in fancy biscuits.

"A few years ago," he said the last time I visited his store, "the idea struck me that there ought to be a great deal of capital made by pointing out to customers ways and means that would obviate the necessity of working over a hot fire for any length of time. I tried out the idea on a few lines, among them fancy biscuits, and I certainly was astonished at the result. I am not egotistical enough to insinuate that before that time, my customers did not realize the unpleasantness of cooking every day for hours in a hot kitchen, but I do claim that the suggestions I made led them to see the folly of their ways. Of course, I went into the matter very fully, and by personal conversation, newspaper advertising, show card and window display instilled into them the fact that there was nothing to be gained by doing so much hot cooking throughout the warm summer months. Before that, of course, they bought summer goods from time to time, but it was only as the notion struck them. To-day it is different. I am selling a great many of these lines simply because I am placing the situation before them in a manner which impresses the point clearly on their minds.



A suggestion for an appropriate newspaper advertisement.

"Not long ago, for instance, I devoted a selling campaign to fancy biscuits, and in a week's time, I made a big hole in my shelf and warehouse stock. In fact, although the summer is not half gone, I will soon have to get another shipment in, and already, I have sold more fancy biscuits than I used to sell the whole summer season. One of the big things, of course, is display, and I always have the boys connect up a show card or two with the displays. Whenever I put on a campaign I simply make the store breathe of the article in which we are interesting our customers."

The Window Arrangement.

It was easy to believe the last statement of this grocer, on taking a look around his store and at the window. The window was most attractively arranged with boxes of fancy biscuits, each of which contained the name of the variety inside, while just inside the plate glass were small fancy platters containing various samples of the lines on sale. It was indeed new to me, that there were so many different varieties of fancy biscuits, but then I was not in the biscuit business and therefore should not be supposed to know. There were jam sandwiches, fruit wafers, cocoanut biscuits, ice wafers, tea biscuits, sandwich biscuits with all kinds of filling, almond wafers, chocolate wafers and 30 or 40 others. As there was plenty of room on the counter, there was a similar display of these biscuits on fancy plates. This meant that every customer coming up to the counter could not overlook seeing the various lines of biscuits on display, and if a customer did happen to overlook them, she never left the store before her attention was called to them by the clerks.

"Pretty hot day," exclaimed one of these salesmen to a customer, as I was in

the store. She agreed that it was, and, in fact, if one could have seen the mercury aeroplaning that morning, he would surely have thought that the top would have been knocked out of the thermometer before then. This introductory remark was followed up by another: "I suppose you aren't doing much cooking these days, Mrs. Brown?" "Not very much," was the reply, "but I find that we are out of pretty nearly everything just now in the pastry and biscuit line, so I suppose I shall have to get busy this afternoon." Here was a splendid opening for the salesman and he accepted the challenge immediately. "Home-made biscuits are certainly all right," he said, "but what's the use in working over a hot stove a day like this, when you can buy so many different flavored fancy biscuits? Here are a few lines we are selling to-day, and when you get a variety you are sure that every member of the family will like at least some of them."

This brought the customer's attention to the plates of biscuits and it was not long before she had selected three or four varieties. The price was asked and a two-pound sale made of mixed fancy biscuits.

I am citing this particular case just to show the line of argument the salesmen were using in this store to get after this trade.

Argument That Cinched a Sale.

One customer during the week, when the matter was suggested to her, thought that she could make her own cookies at home much cheaper than she could buy them, and the salesman's reply was somewhat as follows: "Probably you can, Mrs. Thompson, but did you ever figure out exactly what the flour, sugar, shortening and other materials cost as well as the fuel required and the time and energy spent over the hot stove?" This was a new way of looking at the matter and it did not take the customer long to see that with fancy biscuits at 18 and 20 cents a pound, it really did not pay her to make them in her own home, particularly during the exceedingly warm weather.

Show cards in the window and throughout the store read something as follows: "A Fancy Biscuit for Every Taste," "Made by Reputable Firms," "Delicious Biscuits Without Cooking Discomforts," "An Ideal Wafer for an Afternoon Tea," "Fancy Biscuits for the Picnic Party."

The advertisement in the local paper that week also dealt with fancy biscuits. The fact was driven home again that while the summer season was on, it was folly for the housewife to devote much of her time cooking over a hot stove in a hot kitchen. The results of this campaign can be easily seen. Practically every customer thought of fancy biscuits the moment she came into the store and it was very rare indeed that a sale was not made either over the phone or over the counter.

$100 Extra in Drinks and Cigars

What One Day's Celebration Last Year Brought to Eastern Ontario General Merchant—Put Soft Drink Bars in the Windows—Was Well Prepared for 12th July Trade and Got It.

"A HOT day, and particularly a hot holiday, gives everyone a pretty strong thirst," remarked a general merchant in a small village in Eastern Ontario the other day. This man was explaining how he got after the summer drink trade every time any celebration was held in his town.

"Every other twelfth of July," he said, "there is a big celebration here. The town of ———— gets it the alternate year. Last year, we had a couple of thousand extra people in this town from the country and outside places for the walk, and as we had prepared ahead for a big day in summer drinks, ice cream, etc., as well as cigars, we took in a lot of money, which we could not have got had we not been prepared for it.

Soft Drink Bars in the Windows

"You see those two large windows in the front. Well, we took them out, put in a soft drink bar, made a lot of ice cream, secured an extra clerk for the day, put him in one of the windows, while my son took the other. The rest of us attended to the inside trade. The day was pretty warm and it was surprising the quantity of stuff we sold. We got in a large shipment of grape juice, another of ginger ale, lemon sour, etc., a quantity of lemonade extract and lime juice, made a few gallons of ice cream and piled them all up around the open window. We nailed a wide board along the sill for a counter and had everything ready for the coming of the first visitors."

The store of this dealer is situated on the main corner of this town and there is a large broad sidewalk running around it. This gave plenty of room for the crowd to stand on, and of course it meant more business than if there had been a narrow walk. The parade of course passed by this corner two or three times and so there was always a big audience on hand.

"We also of course had soft drinks in other parts of the store," the merchant stated, "and were ready for any of our regular trade who came in. We certainly sold a great deal of grape juice and soft drinks and cigars that day. One of the boys in one of the windows sold $60 worth and the other about $40 worth, making $100 extra in the one day from the windows alone."

This goes to show the importance of getting after every bit of extra trade that is going. This store, as well as securing a good business that day in soft drinks, ice cream, cigars, etc., did its usual inside trade with regular customers and even sold a lot to visitors. The confectionery counter was well patronized and liberal stocks had been prepared already for the occasion. But the experience of this dealer is that people on a day like this prefer to buy their drinks and their cigars outside if they can get them and that is why they patronize the open windows so enthusiastically.

There will be a good many 12th of July celebrations next Monday throughout the country and there should be considerable business in these for grocers who go after summer drinks, ice cream, cigar and confectionery trade. Of course the same thing holds true with all other summer celebrations in the town. There are usually two or three of these every season and by making preparations ahead and going in strenuously after the business, the dealer is sure to pick up considerable extra trade, which will help out greatly the turnover for the year.

The refrigerator, unless kept scrupulously clean, often is in itself a source of the production of bad flavor in milk and other goods. The refrigerator should be inspected at short intervals, at which time the outlet for the melted ice should be freed, the ice-rack cleaned and the place where the food is kept scalded with sal-soda solution. Even though the refrigerator is cold, a few drops of spilled milk or a small particle of food neglected will soon contaminate it.

Curious Location for a Store

Hidden at Rear of Boot and Shoe Establishment, Pagnuelo & Co., St. Hyacinthe, Que., do High Class Business—A Good Thing for the Boot and Shoe Dealer—Display Bins and Other Modern Grocery Equipment.

WHO ever heard of a grocery store in a cellar? There are lots of them. One of the best department stores in Montreal has located groceries in the basement, and made it one of the busiest places in the store. It does not matter much where the store is if you can get the people there and sell them the right goods. Better in the basement than on the top floor it is easier to get a crowd there.



A corner of the Pagnuelo store in St. Hyacinthe, Que., showing dust-proof mirrored front bins, meat slicer, computing scale and rest chairs. Note copy of Canadian Grocer on the counter.

At Rear of Shoe Store.

It is not often, though, that a retail grocer opens a store at the rear of another, so that to get there his customers have to tramp across another man's floor. That is what Pagnuelo & Co., of St. Hyacinthe, Que., did. After renting the whole front to a boot and shoe dealer, Mr. Pagnuelo found it necessary to open up for himself, and arranged with his tenant to allow customers to walk through his store.

The boot and shoe man did not kick. True, in winter his floor gets soiled pretty well, but what's the odds when every woman going to the Pagnuelo store is a prospect for him.

"If I don't get them to-day, I'll get them to-morrow," he said of this constant stream of people, for whom he lays baits in the shape of tempting displays.

At the rear, it is necessary to mount three or four steps to reach Pagnuelo's. Just as though it were located right on the sidewalk, the entrance is made attractive enough to draw people inside. One thing is lacking—serious lack—and that is the display window. No amount of advertising can atone for that.

Go After Fancy Trade.

Pagnuelo's go extensively into the fancy trade, which is a good drawing card. By making neat displays, they have succeeded in transforming this room at the rear into an attractive store. Much of their trade, however, comes over the telephone.

It will be noticed by close inspection of the photograph that everything has been done to make one corner of the store as cosy as possible. Two or three easy chairs are provided for ladies, and a neat table. In this it resembles the order-taking booths of the department stores, which is one of the developments of the past few years. Thus, Pagnuelo & Co., deprived of a store front and display window, are taking advantage of every method within reach of counteracting these disadvantages.

Rest chairs are being found more and more in Canadian grocers' stores. A few weeks ago there was an illustration in The Canadian Grocer showing a Calgary store where a separate department was devoted to a rest room with chairs, table, magazines, pictures, etc., to make the brief stays of the customers as enjoyable as possible.

Among the modern fixtures to be seen in the one corner of this store are dust proof spice receptacles with mirror fronts, a cheese slicer, computing scale and cash register. The spice bins make the shelving behind the counter look exceedingly attractive and at the same time keep the stock in splendid condition. To the rear on the right is a large enclosed glass front case with shelving that reminds one of the cupboard in a well equipped kitchen. There is a phone desk here also which customers can use.

It is interesting to note on the counter just in front of the computing scale a copy of Canadian Grocer, of which this St. Hyacinthe dealer is a regular reader.

A Spanish-Canadian Family.

The Pagnuelo family is of Spanish extraction, but long residence has made them distinctly Canadian. Recently a distinguished scion of this family passed away in the person of Mr. Justice Pagnuelo, of the Superior Court of Quebec Province.

TRADERS' LICENSE REDUCED.

In spite of a strong protest from the Retail Merchants' Association, the city council of Vernon, B.C., at its last session decided to reduce the six months' license of transient traders from $500 to $100. The case of the retailers was presented by the president of the association, L. J. Ball, W. R. Megaw and Mr. Curtis, manager of the Hudson Bay store.

TRAVELLERS MAKE FINE DONATION.

Funds sufficient to buy twenty stretchers for the use of the Canadian Ambulance Corps in France have been collected by the Commercial Travellers Association and forwarded to England. A committee of the Association, learning of the need of wheeled stretchers in removing wounded soldiers quickly and easily from the field, decided early in May to adopt this means of patriotic service, and succeeded in obtaining a satisfactory response.

Getting a Profit From Fruit

Several Canadian Retailers Tell How They Go After The Fruit Trade and How They Aim to Make It Pay—Summer a Difficult Season and Sales Must Be Pushed Strenuously To Prevent Losses.

THE fruit season is an important one from the standpoint of profit and loss. Unless fruits and vegetables are handled exceedingly carefully during the warm weather, the balance is likely to be on the wrong side. No grocer wants to lose money on any line of goods, and as a considerable part of his turnover during the hot season depends on the sale of fruit and vegetables, it is absolutely necessary that each individual line be studied carefully in order that losses may be eliminated.

* * *

A dealer in WOODSTOCK, N.B. declares that one of the chief losses in connection with the selling of fruit is the sending of decayed fruit out with a customer's order. "If, he says, "any fruit is found to be in bad condition. I pick it over and charge the loss up to the shipper." In his opinion the losses are greater on bananas and berries than on oranges, lemons, pineapples, peaches, etc. During the summer season he aims to have his bananas shipped to him a little green so as to prevent bruises and decayed fruit. All goods are counted on arrival, the freight added and a fair profit placed on them. He sets his price on oranges, lemons, grape fruit, etc., after counting them.

* * *

A dealer in RIVIERE DU LOUP, QUE., also aims to get his bananas in a partly green condition. As soon as he receives a shipment of fruit, he makes it a point to dispose of it as early as possible by pushing sales to every customer, whom he thinks will require fruit.

* * *

Another Quebec dealer in FITCH BAY, states that he only pays for sound fruit. He examines all fruit on arrival and wherever the shipper is at fault he refuses to pay for the fruit that is spoiled.

* * *

A grocer in PETERBORO, ONT., goes after the banana trade aggressively by cutting the bananas off the bunch and placing them inside up on the counter. He always counts them closely to see at what price he requires to sell them to make a profit. On almost every bunch he claims, it is necessary to figure on getting only an average of from 10 to 15 cents for the two top hands. By putting the bananas on the counter in this way he sells three or four bunches to one formerly. He is exceedingly careful not to expose too many lemons to the atmosphere at one time, as they sometimes dry out. In order to make a success in selling fruit he claims that one must have a good display all the time. When fruit is properly arranged and looked after sales can be readily created. The best results are obtained from display when the window is built so that a good circulation of air is made permanent. He keeps lettuce and other perishable vegetables fresh over night by sprinkling them very lightly with water and covering them with a wet paper and placing them in a cool spot.

* * *

A COLLINGWOOD, ONT. dealer, devotes usually one window display to fruits and vegetables during the summer months and whenever a customer comes into the store they are mentioned to her. He also believes where possible in securing a fresh stock every day, so that the fruits and vegetables are always in a salable condition. Over stock he claims is one of the chief reasons why there is so much loss.

* * *

"Always keep the oldest stock cleaned up," is the advice of a TORONTO retail dealer.

* * *

A retailer in EXETER, ONT. buys his fruit often and in such lots as they can be disposed of before there is any chance of decay. He uses clean counter displays and introduces his fruit judiciously to customers.

* * *

"Purchase good fruit in small quantities," is the advice of a REGINA, Sask., retailer. "Poor Fruit," he says, "is

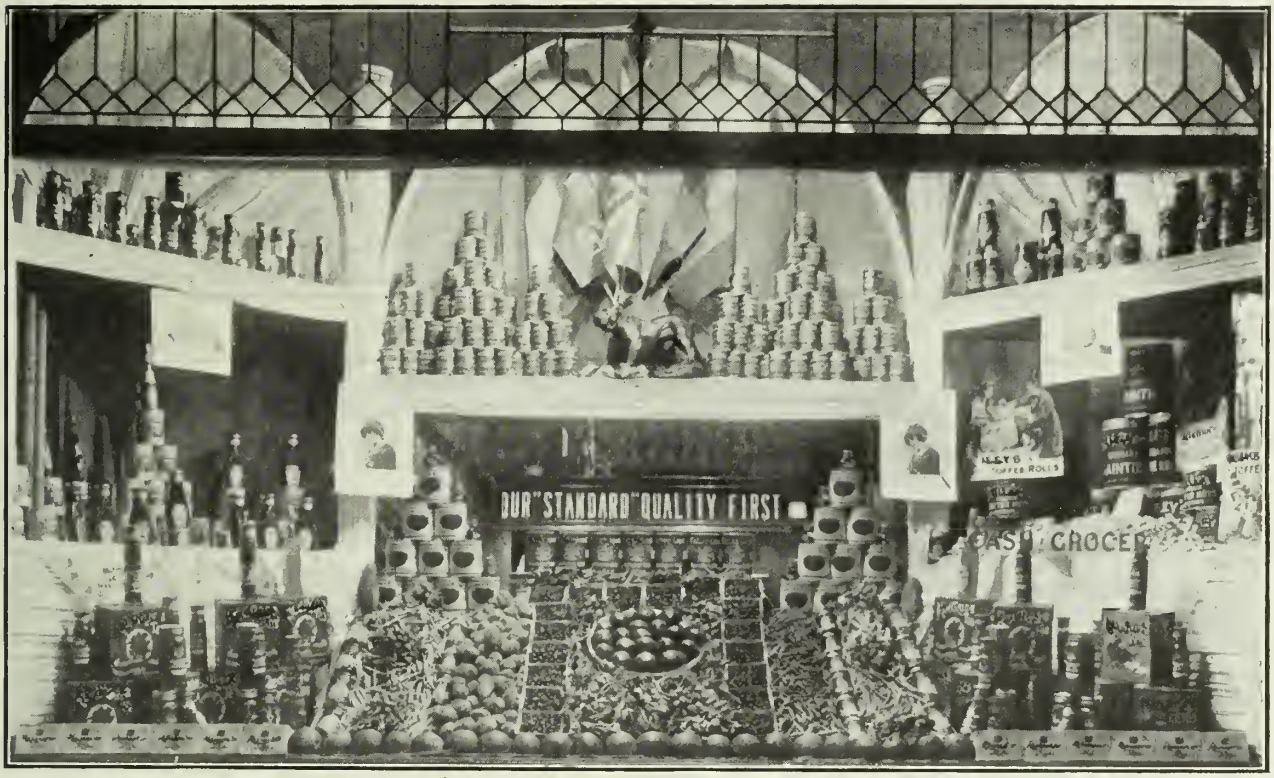
(Continued on page 28.)



A fruit window appearance of which is enhanced by palms, etc.

Sold $60 Worth Fruits and Vegetables

The Work of One Window Display in Two Days—The Value of Attractive Arrangement—The Window Constructed so That it Has Six Different Compartments—A New Idea in Arrangement.



Window display with six different and permanent sections in the store of E. E. Fligg, Toronto. The fruit and vegetable trim here sold some $60 worth of goods in a couple of days.

WHEN a window display results in the sale of some $55 or $60 worth of goods in two days, it must be taken for granted that as a silent salesman it stands pretty well up to the front.

This was the result achieved by the fruit and vegetable display in a window, seen in the accompanying illustration. It was shown a week or two ago in the store of E. E. Fligg, 922 Bloor St. W., Toronto.

The central feature of this trim is, of course, the fruit and vegetables. How this was arranged will be seen, when it is explained that in the centre was a circular display of nice ripe tomatoes surrounded by a bed of spinach and radish and the whole thing marked off with a square of boxes of rich, red cherries. Running parallel to the sides of the cherries on one side are cucumbers, new potatoes and radish, separated by bottle goods. On the other side will be seen fresh peas, beans and radish, while along the front near the plate glass is a row of oranges. To the rear of the vegetable rows are pyramids of canned tomatoes. This display alone, during the two days it was presented, sold about $55 or $60 worth of goods.

The entire window is one of the most unique that has ever been shown in Canadian Grocer. It represents six displays in one. On either side will be seen two compartments, each with a separate trim. There are olives, pork and beans, pickles, fruits in glass, toffee and other confectionery, canned goods, etc., on display. Then in the centre at the top is still another compartment in which are shown tins of soup. The display is given a patriotic touch by the introduction of the flags and the bulldog statue. The sign at the rear — "Our Standard, 'Quality First'"—is frequently changed as the letters are movable. The general idea of this window puts one in mind of manufacturers' exhibits at the large industrial exhibitions. While it may require the work of a carpenter to arrange the various compartments, yet once the window is made up, it rests then with the window trimmer to make it present as an attractive appearance as possible.

Mr. Fligg points out that the window is most profitable and particularly the way he has it constructed.

"It was well worth the trouble," he said, "and has made a lot of money for us. The fruit and vegetable trim is changed twice every week, the displays on the side once a week, while the bulldog at the top is permanent at present."

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, JULY 9, 1915 No. 28

Condensed Milk and Coffee Season

THE big season of the year for condensed milk, evaporated milk, condensed coffee, etc., is here. Now is the time to go strenuously after this business when it can be secured most easily. People who are going out on camping and outing trips, as well as cottagers situated so that they cannot secure a supply of milk every day, are all splendid prospects for condensed and evaporated milk. Condensed coffee is another line that they are in the market for at the present time. However, these lines will not always sell themselves. They require a little aggressiveness from behind the counter. A counter display of these milks, together with the coffee and an occasional suggestion here and there will do much to start the ball rolling and to get the people who are going on holidays interested in these lines. Once they are acquainted with them, it will mean a steady trade the year round, particularly for the condensed and evaporated milks.

Among the selling points of these three lines is their ever-readiness. When it is explained, for instance that a spoonful of condensed coffee stirred in a cup of hot water makes a delicious cup of coffee, it should appeal to anyone without the facilities for making coffee from the roasted bean and where time means something.

Trade in these lines should be gone after strenuously from now on to the end of the summer season. They should be given occasional prominence in the window and should always be shown on the counter where they will be handy in the sight of every customer. Get the cottagers to order good supplies in advance. These goods will keep—and in the proper temperature an indefinite time.

Less Chinese Eggs Coming

IMPORTS of eggs into the North American Continent from China have greatly decreased since the beginning of the war. During the first three months of the present year, 410,768 dozen of Chinese eggs, valued at $64,027, were exported from Shanghai to this continent, landing at Pacific coast ports. During the first quarter of 1914, egg shipments from Shanghai were 1,818,737 dozen, valued at $305,710. During the entire year of 1914, there were shipped from China to the Pacific sea ports 3,600,000 dozen, valued at $540,000.

The reason for the decline in Chinese egg shipments to this continent is the withdrawal of so many merchant vessels from the commercial service incidental to conditions arising from the war. The majority of egg shipments have been made by way of the northern route to Vancouver and Seattle, partly on account of quick transit and also because the northern route obviates the necessity for refrigeration at least during the colder months. The freight rates to Pacific coast ports, via the regular line is $8 per ton—17 cases of eggs to the ton. Refrigerator space costs $16 a ton. It is only during the past couple of years that eggs from China have become a factor in the market at all.

Farmers as Automobile Owners

CORNWALL, Ont. merchants held a Dollar Day recently, and according to the retailers there it resulted in a great deal of business for them.

There was, however, one notable feature of this Dollar Day, apart from the actual advantages received by the merchants. Remarks were made on all sides about the number of automobiles in the town driven by farmers, all of whom brought in large numbers from every point of the compass. The ownership of so many automobiles by farmers indicates that the tillers of the soil are particularly well off these times and demonstrates a source of revenue for the aggressive merchant who advertises judiciously and uses other salesmanship methods to get these people into his store.

When the fact is also taken into consideration that bank deposits this year are many million dollars more than at the corresponding period of last year, the retail trade will appreciate the necessity of using aggressive methods to get after more business. The

money is in the country, the only apparent trouble being a tendency on the part of the people to hang on to it. Induce them to open their purse strings by progressive measures and great good must come to the retail trade.

Salmon Shipments to Britain

WITH imports from Canada during May of £126,034 worth of canned salmon, Great Britain increased her importation of this commodity six-fold over the same month of last year. These figures, however, do not necessarily imply any special increase in the consumption of canned salmon in the Old Country.

It is explained that what has probably happened, is that shipments have been seriously delayed. Canned salmon goes forward from British Columbia to the British market in sailing ships, which make the long run round Cape Horn. During the early months of the war, the presence of German cruisers in the Pacific kept many ships in harbor and retarded movement, both circumstances have doubtless contributed to make deliveries considerably later this year.

Western Ontario Trade

THE sales manager of a large manufacturing house at Toronto returned this week from a two weeks' trip through Western Ontario. He stated that he never saw crops in Western Ontario looking as good as they are at the present time. The retail trade in all the country towns is up to normal. Many merchants report an increase in sales, to date this year, over the corresponding period of last year. Most of the merchants state that prospects for fall trade were never better than they are at the present time. The farmers have plenty of money and they expect to secure high prices for the bumper crops they are raising at the present time. It is expected that the wheat crop in Western Ontario will be the heaviest in years. Farmers are spending their money freely and nearly all country merchants are doing business as usual.

An automobile dealer at London, Ont., who sells a large number of a popular-priced car each year states that so far this year, 75% of his sales have been made to farmers—this is further evidence that the farmers have money and are spending it. In the cities of Western Ontario it cannot be said that trade is up to normal. There has been a falling-off in the building trade, and many of the manufacturing plants in the cities have been running short time. Business, however, is fair and very few complaints are heard. Recent cool weather has had a rather deterrent effect on the sale of summer lines, but nevertheless June business has held up well.

Retail Advertising

ON several occasions Canadian Grocer has taken up the subject: "What Shall the Retail Grocer Invest in Advertising?" Figures have been quoted to show what some successful retail concerns invest each year in advertising.

The views of many merchants, regarding advertising expenditures, have been published in this paper. In some cases there have been differences of opinion regarding the amount of money a retail concern could expend in advertising, but we have always pointed out that some merchants were in an entirely different position to others with respect to advertising, and that on account of varying conditions in the retail field, it would be extremely difficult to set any fixed figure as the proper one to represent what should be the advertising expenditure of a retail concern. At the Chicago convention of the Associated Advertising Clubs of the World last week, one of the speakers dealt at some length on the retail advertising investment, and stated in part, as follows:

"Naturally, I have some very definite ideas regarding how much a retail store should spend for advertising, just as I have regarding how that amount should be spent. But so many varying conditions surround the matter, and there are so many different conditions constantly arising in the daily conduct of a retail business, that to put *any* figure down in dollars and cents or in percentage is a most difficult matter indeed—and at best it will remain open to argument.

"However, we all do know that there must be some limit to the amount a retail store should spend for advertising and there must be a figure below which a store cannot safely go in trying to save in the matter of its advertising. By putting down any figure as an arbitrary limit either way, without very definitely outlining the conditions which must surround that retail business to make this figure practical, would be like taking a man blindfolded to a certain spot of your own selection. He may have to admit he's there, but he doesn't for the life of him know where it is or how he got there.

"I know of stores that are purported to spend but one and one-half per cent. of their entire gross receipts for advertising, their advertising charges including many items of more or less general expense, like window decorating and other general promotion costs, and each of the stores in question does a tremendous business. I know of several other stores whose yearly advertising cost amounts to four per cent. of their gross sales or thereabouts and they seem to get away with it. But I do not know of any retail store of any consequence which spends less than one-half per cent. for advertising, nor did I ever hear of any store lasting very long with an advertising burden of more than four per cent."

Editorial Notes

STRIVE TO BE original in window dressing, but do not be above making use of any suggestion you receive.

* * *

YOUR OBJECT in displaying goods of any kind is to attract, but show them in such a way that they will sell.

* * *

AVOID CRAMMING the window with anything or everything. Show a few things and show them effectively, and spend time and thought over their arrangement.

* * *

DESTROYING THE crops with too much rain is something like killing a cat by giving it too much milk. Either can be done, but it takes an awful lot to do it. The amount of moisture which the soil can absorb at this time of year reminds one of the story told by a man who said he gave a big pitcherful of milk to a hungry cat, and found after kitty had absorbed all the milk, that he could put the animal, with the milk inside, into the pitcher, and that there was still room to spare.

THRO' OTHER SPECTACLES

The People's Food

The Scottish Trader, Glasgow.

The statement was made in the House of Commons the other day, and subsequent criticism did not weaken it as a fact, that consequent upon the war the purchasing power of the sovereign has shrunk to the power only of fourteen shillings. Put it another way, the housewife who paid a sovereign for foodstuffs before the war now pays 26s. for the same quantity, and more frequently than in pre-war times for less quality. In normal times such advance in so short a period would be made the prelude of a condition of things not far removed from a social revolution. Socialists would threaten, the Labor Party fulminate, and the bloated capitalist in the guise of a baker, a butcher, a merchant, or a manufacturer, would be denounced over the length and breadth of the land. But the old order changeth, and the soaring prices are in reality borne without a murmur by those least able to bear them. Why? Because it is a time of war. This assertion will be denied by a few grumblers, but the fact remains that the surprise is that prices have not mounted much higher than they have. The war has silenced the professional agitator; he dare not make capital out of the old inflammable material which he could fan into revolt when the humor seized him. The people have at present dispensed with his services, and, like most persons who think that their services are indispensable, the agitator finds himself without a post and without sympathy. His clients have forsaken him, and who can say but one of the results of the war will be that the disturber who battens on the poverty of the defeated in life may go back to honest work again and leave the people to regulate their affairs as seems best to them.

* * *

Business Efficiency

The Inland Storekeeper, Chicago.

The merchant of to-day wishes to be up to date in all his business dealings. However, there is one matter which a great number are neglecting, and that is the correspondence question. Very few of us can now write in that beautiful long hand of long ago, and few of us have the time to do so. The typewriter has become a universal fixture of all business offices, and for the general merchant to use a typewriter to write letters means a better standing with the people with whom he deals and assures him of the best of attention and service. It is a business asset which should not be overlooked. It is now possible for you to buy a typewriter for a very reasonable price—less than half the original cost—and on a credit plan which would be worth your while to investigate.

* * *

Aniline Dyes

Journal of Commerce, Montreal.

Since the outbreak of the war much has been written regarding the monopoly possessed by Germany in regard to aniline dyes. A century ago coal tar, from which aniline dyes are made, was regarded as a waste product. To-day it is equally important in an economic and commercial sense to the material from which it is derived.

A century ago, when gas was being introduced, Frederick Accum wrote a book on gas lighting, and made the suggestion that coal tar be boiled in a still and the products condensed and collected. His experiments yielded two oils, one of which was heavy and the other light. The heavier oil was found to possess a value as a wood preservative, and soon became extensively used in preserving piers and wharves. The light oil was neglected for a time, but finally Macintosh, a Scotch chemist, used it as a waterproofing for clothing, thereby giving his name to the waterproofs in use at the present time. This lighter oil was also used as a solvent in varnish making and as a coal naptha for lighting.

Further experiments with naptha resulted in benzine being produced, which in turn gave a great variety of colors. In time the manufacture of benzine was put on a commercial basis and the cost reduced. A chemist, while experimenting in an effort to artificially produce quinine, used a base known as aniline, and obtained a coloring matter therefrom which laid the foundation for the coal tar industry and the aniline dye trade. The aniline dye industry was only one of a series of chemical discoveries connected with the coal tar industry. Sulphuric acid is another by-product resulting from these chemical discoveries.

Formerly colors were produced in France and Holland from the madder fields, and in India from the indigo plant. Chemistry destroyed the field formerly held by nature or agriculture, and to-day aniline dyes are practically the only form of coloring matter used in commerce and industry. It is to be hoped that the experiments now being carried on in Great Britain will succeed, and that Germany's monopoly of the aniline dye industry will be a thing of the past.

• • •

How Caviare is Made

Rochester Post-Express.

The thought that enters one's mind at the name Cossack is a fierce fighter galloping over the Russian steppes. That is but a fancy picture, for a majority of the Cossacks are engaged in the peaceful pursuit of fishing and making caviare.

This delicacy is made from the roe of the great sturgeon, which sometimes attains a length of twenty-five feet. The most commonly eaten caviare is made, and the best is manufactured from fish that are caught during the depths of winter. From the table of the rich Russian caviare is seldom absent, and never from that of the Czar, where every meal sees caviare served.

The caviare supplied for imperial eating is the enforced tribute of the Cossack fishers, who, before they may reap the profit of their own industry, are obliged to supply the autocrat of all the Russians with eleven tons of the very best. This tribute is ironically called "the fish present." To secure this amount of caviare no fewer than 5,000 sturgeons must be caught. When the waters freeze over and the fishing is to begin, the chief of every Cossack community lines up the fishermen on the frozen shore. At a given signal they march down the bank and out on the ice. Then, with a wild song, they chop through the ice and start the season's fishing.

Pat was standing in the aisle of a crowded street car when the car suddenly stopped and he was thrown into the lap of a woman passenger, who exclaimed indignantly: "Well, what do you think you are?"

"Begorra, I t'ought I was an Airishman, but I guess I'm a Laplander," replied Pat, smilingly.

Thirty Years in Business

A. O. Galarneau, Point St. Charles, Montreal, Celebrates His Coming of Age as a Reader of Canadian Grocer—Compares Methods of Doing Business To-day With Those of Years Ago—Built Up a Big Fruit Trade—The Customer Always Satisfied.

Written by C. B. WALTON for Canadian Grocer.



A. O. Galarneau

EVERYONE admires a person who has come to this country totally ignorant of the language, who by perseverance has mastered it sufficiently to build up a splendid business. A. O. Galarneau, Montreal, although a Canadian, is worthy of the same admiration. For he was schooled in a grocery store where nothing but French was spoken, and yet having learned his trade, he opened a store in an English-speaking section and against great odds has built up a splendid connection.

Canadian Grocer Reader for 21 Years.

He is just now celebrating his coming of age as a reader of Canadian Grocer. Despite the fact that his English was at that time not all he desired, he subscribed to this paper twenty-one years ago, and has never been without it since.

After visiting Mr. Galarneau's store I called upon another Montreal grocer. He was out at the time, and I said to his clerk, who was weighing up bacon, "Does the proprietor take The Canadian Grocer?" "Does he?" he replied; "why he runs his business on that paper." A few minutes later the proprietor arrived, and what he said about The Canadian Grocer was sufficient to make the least egotistical editor blush with pride.

I would not suggest for one minute that Mr. Galarneau attributes his entire position as a successful merchant to this paper, but his record as a reader for twenty-one years proves that he holds on to a good thing when he sees it. During that period he has kept a scrap book of the most interesting articles, a peep at which gives one an idea of the vast changes which have taken place since he started in business at Point St. Charles.

I said that Mr. Galarneau's English was not "as she is spoke" in England when he launched out first. He told me an amusing story in this regard. A lady asked him one day if his butter was good. He knew the French term "meilleur" for "better," and replied, "a little more," meaning, of course, a little better than the average.

Changes From Former Days.

Despite the early handicap of language, Mr. Galarneau has made steady progress, taking advantage of every opportunity for advancement that came along. He was twenty-three years of age when he went to Point St. Charles. It has always been one of the old sections of Montreal, but at that time it was a much quieter place than it is to-day, being more of a residential district for Grand Trunk employees, many of whom owned their homes. Since then, there has been a general exodus in the direction of Outremont, leaving the Point a different place entirely.

Mr. Galarneau claims to have been the first man to introduce fruit into the Point, and his store has been noted for this feature ever since. Harking back over the past quarter of a century, he told me some interesting things about the changes that have taken place in this end of the grocery business.

"Fruit was much cheaper then," he said. "I bought 11 quart baskets of peaches for 12½c, and sold them for a quarter. Last year I sold the same amount of peaches for a dollar. The year before last, I sold over five thousand baskets of fruit inside of three months, and this end of the business is as strong to-day as ever it was; in fact, it is increasing every year."

Thinking that with his long experience Mr. Galarneau had probably learned things about the retail fruit business that might interest other grocers, I asked him for a few pointers on the way to handle fruit. He replied:

"The best way is to get good fruit, and to sell it as reasonably as possible. I have always made a point of guaranteeing it, and am always willing to take it back if not satisfactory. It is very seldom that I get stuck with fruit. It happens once in a while on Saturday in which case I let it go at cost, but rarely at a loss.

"I have found berries one of the hardest lines to handle. Our Canadian fruit goes bad very quickly, and it is partly the fault of the railways, who often convey fruit in heated cars, so that, when it arrives here late in a morning, it is more or less cooked. We make a profit on berries, but not as large as on other fruits."

Progress Made by Canned Goods.

Speaking of the changes which have taken place in the grocery business, he drew attention to the importance of canned goods to-day. In the olden days, there was not the same variety, and one or two cases was sufficient to last some stores a whole year. Corn, thirty years ago, was brought in from Maine, and retailed, the same size as to-day, for a quarter. Tomatoes sold two for a quarter. Lobsters were very cheap, two-pound tins selling for a quarter, whereas the same tins retail to-day at 60c apiece.

There was a look of regret in Mr. Galarneau's eyes as he glanced back at the "good old days." "Expenses were not so heavy then," he said. "As long as we served customers right, there was no need of things like automatic scales, cash registers, slicing machines, two hundred dollar refrigerators, etc. We used to make a refrigerator out of a box in the back yard, putting the ice in the bottom, and produce on top. Profits were bigger, and we did not carry nearly as big a stock. Where there were ten kinds of biscuits then, there are a hundred to-day."

The Customer Always Right.

He drew attention to a question in a recent issue of The Canadian Grocer, whether it was best to return money to a dissatisfied customer. That has always been his policy. He argues that if she thinks a thing is bad, it is no use trying to convince her that it isn't. His groceries are guaranteed, and he has coined a phrase, "If you get it at Galarneau's it's good." By circulating this message on stickers, he has succeeded in associating the name of his store with quality. Where a customer is buying fruit, and it is known that a basket contains several bad ones, a reduction is made, and the customer informed of the fact; so that there can be no complaint.

It speaks well for the store and for

the proprietor that in thirty years he has not had more than a dozen different clerks. One who remained in the store for nine years is now head clerk for Dionne & Dionne, St. Catherine street, west, Montreal. Mr. Galarneau has now three sons in the business with him, so that he is not much dependent on outside assistance.

One of the most interesting things that came out in our conversation was that throughout his business career he has tried to follow one of the precepts of the Canadian Grocer, that is, to keep the best goods, and to look only for fair profits.

SERVICE DEPARTMENT

Editor Canadian Grocer.—Where can I procure "Window phoning," and adhesive for attaching to the window giving the appearance of stained glass?

I want to tell you that I appreciate very much your effort in putting out such valuable papers as the "Canadian Grocer" and the "Dry Goods Review." They have certainly helped me considerably.

June 24th, 1915.

G. W. S. E., Woodrow, Sask.

Editorial Note.—The Empire Wall Paper Co., of Toronto, with office at 318 Donald street, Winnipeg, Man., make a paper which is intended to serve the purpose you evidently desire.

NOT ADVISABLE TO SUPPLY CO-OPERATIVE SOCIETIES.

The co-operation of the Canadian Credit Men's Trust Association with the retail associations in an endeavor to secure small debts courts in the various provinces was strongly endorsed at the recent sessions in Winnipeg, and this matter will be taken up energetically in the various provinces.

The feeling was expressed that it was inadvisable for wholesale houses to supply co-operatice societies which are not selling to the consumer through regular channels.

The question of appointing traveling representatives who shall continuously cover the country from end to end, seeking information and making investigations for the wholesale trade, came in for considerable discussion, and the delegates will go home to their various branches to investigate the necessity or otherwise of doing this.

Mention was made at last National council of the establishment of a branch office in London, England. Steps toward this end, however, have been stopped on account of the war, but the association looks forward at no very distant date to being represented there.

DID NOT CANCEL CANADIAN GROCER.

Gentlemen:—

Re subscription to CANADIAN GROCER. I do not want my subscription cancelled, nor to my knowledge did I ever ask to have the service discontinued.

One morning recently while busy in the store the postman arrived and hastily glancing through my mail, noticed what I supposed to be a copy of the————, I asked the postman to return it, which I suppose he did. No doubt it was my regular copy of Canadian Grocer which you may be sure I do not want to be without, as I consider it an important part of my business and have during these last few months, through information received therein, paid for it many times, for which please accept my thanks.

Regret very much to have you think that I do not appreciate the efforts of Canadian Grocer, to keep the trade in touch with the general conditions pertaining thereto. Personally, I have, during the past winter and spring, benefited, largely through information received from Canadian Grocer.

As I usually pay my subscription to Mr.————, of the———— Co., I will so continue and will remit on his next trip to Niagara Falls.

Trusting that this will meet with your approval, and fully explain why I had my subscription cancelled, I am,

Yours for more business,

Corner St. Clair and Ellis Streets, J. C. BRADLEY,
Niagara Falls, Ontario.

LETHBRIDGE 30 YEARS OLD.

On June 29th, 1885, thirty years ago, the first store was opened in Lethbridge. On the site now occupied by the modern three-storey brick building known as the Bentley Company's departmental store, Harry Bentley, one of the real pioneers of Lethbridge, pitched a tent and hung out his shingle "General Store." He had hauled his stock by team from Medicine Hat, the end of steel, and when he opened the flap of his tent and hung out his sign the first store in Lethbridge business and the foundation was laid for the present metropolis. In August of 1885 the A. R. & I. turkey trail entered Lethbridge and the development of the bald-headed prairie to a thriving village began in earnest. Mr. Bentley began to bnild a small store soon after his arrival here. The Lethbridge House was the second building to be put up in the business section, and its completion was followed by the erection of the Higinbotham Drug Store. The population of Lethbridge at the time Mr. Bentley located here was very small. It was confined to a few miners, who were engaged in the collieries at the river bottom and the office staff of the Alberta Coal and Navigation Company. These people lived on the river bottom, but when the company surveyed the present townsite, the offices and quarters were moved up and became the nucleus of the present city of Lethbridge.—The Herald.

GETTING A PROFIT FROM FRUIT.

(Continued from page 22.)

dear at any price." He disposes of large quantities of fruit by good display and sells for the highest reasonable prices regardless of cost. His claim is that the retailer should not be afraid to make a good profit when he can to make up for the losses which are always sure to be met with at one time or another.

A WINNIPEG firm states that they are always very careful not to over-buy in purchasing fruit. They make a net profit on oranges, lemons and pineapples, but are not quite so sure of bananas. They believe in culling out the decayed fruit from a shipment as they claim a great deal of custom is lost in many stores because of this.

The selling method of a certain EDMONTON, ALTA. dealer is reminding customers on their trips to the store and over the telephone. In this way he claims to sell large quantities.

The Retail Merchants' Association of Regina, Sask., will hold their picnic this year to Regina Lake on July 14th. All the merchants will close on that date and a large attendance is anticipated.

THE CLERKS' PAGE

Time is Money

I used to be on the road for my house, and take it all round I found the road a pretty good place to be—a day's work and a day's fun often used to go hand in hand. And there are few more complete satisfactions than that which follows well-planned personal effort, and they can talk as they like about goods selling themselves but on the road personality goes a long way. A merchant may never see the man who signs as "Manager" or "President," but he does see and usually knows pretty well the duck with the grin who comes round now and again and says, "Well—how are you?" Did you ever give that fellow a thought after you had left him? Did you ever think about him packing up his trunks in a dusty stuffy sample room,—late for dinner, eating a cold greasy meal, — hustling to catch the train, turning out at 4.00 a.m. and so on. He loses his sleep, he loses his grub, his temper now and again but—most of all, he loses time. And time is money.

Now for example—here's my own experience and it is not the only one I have had of it's kind. I used to make a fairly large town and having finished with my customers it was my practise to drive about eight miles to a village and get my order there from a dealer who owned a big prosperous general store. By driving over in the morning and getting promptly on the job, I figured on being back in the town in time to get on the afternoon train at 2 p.m. Mr. Dealer knew this was my arrangement because I used to phone him and let him know what I intended to do.

Well, I'd be over there by nine o'clock, drag my samples into the back of the store, and wait—and then wait. Maybe by ten o'clock he'd show up.

"Hello, Mr. Funnyface! Sorry to keep you waiting. Just a moment now and I'll be with you." We've all heard that.

At ten-thirty we would get together and at ten thirty-one in would come the parson's wife for a can of corn. Two clerks were in the store, but do you think Mr. Dealer would let either of them serve her while he could do it himself? Not he.

"And that last can wasn't good? Well now, suppose you try some of that Medal No. 1—the best brand we can lay our hands on. What? the cases not opened—just a moment Mrs. Deacon, I'll tend to this myself." The deal in corn being put through, he would come back to me at say 11.02, and we would make a fresh start. "Yes, Mr. Funnyface, too bad to keep you but you know how it is." Sure, we all know.

After three minutes good hard work the telephone rings—there follows a quarter hours' conversation on fairly general topics, and when we resume work it is 11.20. At ten minutes to twelve, Mr. Dealer is getting restless and thinks of dinner. He has not done justice to his own requirements nor to my samples and hurriedly paws them over until noon when he concludes that "That will do." I pack up in a hurry, apologizing for doing so while he is the cause of it, drive back to town in time to see my train pulling out. An afternoon wasted, another day's hotel expenses, and an unsatisfactory order. The extra expense all adds to the cost of selling goods and "cost of selling" is a big item in making up the selling price.

I could instance many other cases where I have been held up for similar trivial reasons. "It's only a traveler—let him wait." And it's costing that man's firm $10 to $15 a day at the very least to have him call on you, all of which must be made up in the "cost of selling goods." Think of these little things and then say to yourself "Time is money—my money." It really is.—Gilt and Glimmer.

CLERKS ENFORCE CLOSING LAW.

In an effort to enforce the closing hour agreement, signed by practically every retail merchant in Canton, Ohio, the members of the Retail Clerks' Association, to the number of 75, are said to have recently held a parade and demonstration in front of a store which did not observe the closing agreement, with the result that the merchant agreed to close at the established time.

One of the provisions in the agreement signed by the merchants for the Wednesday afternoon closing was that clerks see that all business places adhere strictly to the agreements.

SUGAR, AN OLD PLANT.

Sugar cane was first introduced into Sicily by the Arabs in 703, whence it was taken to Africa, to Spain, and all along the coast of the Mediterranean Sea, as well as to the islands and borders of the Indian Ocean. The Crusaders found extensive sugar-cane plantations in Tripoli, Mesopotamia, Syria, Antioch and Cyprus, and by the fourteenth century the cane was being cultivated in every part of the known world where soil and climate were propitious.

It came to South American by being introduced into Brazil by the Portuguese, who brought it from Madeira, and thence it spread to nearly all the other countries of that continent. Columbus is said to have brought it to the Island of Santo Domingo, where it spread to Mexico and Cuba. It was introduced into the other islands of the West Indies as soon as they came under European domination. The first sugar cane came to Louisiana by being sent to the Jesuits from Santo Domingo in 1751, some English authorities giving the date as 1737.

Science has never determined where the sugar cane originated, and nowhere has it been found in its wild state. It has been under cultivation for many centuries. In the sacred books of the Hindus, written long before the Christian era, there is this reference, "I have crowned thee with a shooting sugar cane, so that thou shalt not be averse to me." In the train of Alexander the Great, during his Asiatic conquests were some individuals who desisted from the slaughter of barbarians long enough to record "a reed growing in India which produces honey without bees." Thus sugar was evidently raised in that country as early as 320 B.C.

KEEPS HIM POSTED ON PRICES.

Dear Sirs,—

Please find enclosed $2, amount of subscription for Canadian Grocer, which I find I cannot get along without. It keeps me posted on prices back in this North Country.

Sellwood, Ontario.

June 24th, 1915.

T. B. MARSHALL.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

The Independent Tobacco Co., Ltd., Montreal, has obtained a charter.

H. A. Estabrooks & Sons, general merchants, Upper Gagetown, N.B., have sold to Frank H. Estabrooks.

The twentieth annual meeting of the Maritime Board of Trade will be held at Summerside, P.E.I. on August 18th.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, has left on a tour of the West, and will be away for six weeks or so.

Three grocers on and near McCord St., Montreal, had their licenses cancelled last week for selling liquor to minors, while six others were fined heavily.

Jeffrey M. LeBlanc, general store keeper, Arichat, N.S., who has been in failing health for some time, died last week. He formerly was in business in Halifax, but has had a store in Arichat for the past thirty years.

Leonard Fish, of A. E. Fish & Sons, wholesale and retail flour, feed and grain, Ayer's Cliff, Que., was presented with a field glass and five pounds of tobacco on June 28, on leaving for Valcartier to join the 5th Canadian Mounted Rifles, in which he has a commission.

At the annual meeting of the St. Lawrence Sugar Refineries, Ltd., the vacancies of the board caused by the resignations of A. Baumgarten and O. W. Donner, were filled by the appointments of C. C. Ballantyne and Dr. Milton L. Hersey. The other members are J. W. McConnell, B. McNally and L. C. Webster.

At the last meeting of the Montreal branch of the Retail Merchants' Association it was decided to hold the annual picnic on Wednesday, July 7, at Lavaltrie. P. Filcon, the president, brought up the subject of the competition of street vendors. He said that he had called on Chief Campeau, and asked if there was not a by-law regulating the activities of such vendors, and if so, why it was not enforced. The chief had told him that there was such a by-law, but that he had received instructions to be as tolerant as possible and not to enforce the regulation with strictness. It was agreed that steps should be taken to urge upon the city authorities the necessity of rigidly enforcing the by-law, or to endeavor to have a more stringent by-law enacted.

Ontario.

Mrs. R. A. Clarke, grocer, Toronto, is succeeded by J. C. Steele.

McArthur & Hyde, general merchants, Ignace, Ont., have sold to H. Ginsberg.

The Twin City Co-operative Association, Berlin, Ont., has made an assignment.

John James, a grocer and provision dealer, Peterborough, Ont., died last week.

The Muskoka Co-operative Society, Ltd., Bracebridge, Ont., has made an assignment.

Tilbury, Ont. merchants are closing their stores Thursday afternoon until September 16.

James Ruddy, formerly of the Neale Bread Company, has taken over the store occupied by Joseph Henry, London, Ont.

Wm. E. Ross, grocer, Talbot street, St. Thomas, Ont., has removed his store fixtures and goods to his new store, No. 8 Elgin street.

John Kerr, of Kerr's Grocery, Dundas street, London, Ont., was kicked by a horse on the London market, and is laid up for a few days.

W. Gilbert, general merchant, Cambray, Ont., has purchased the store he now occupies, and intends making extensive improvements in the near future.

The merchants of Rainy River, Ont., will not have their weekly half-holiday this year, because of the fact that all of them will not subscribe to the agreement.



J. F. BOLE, Regina, Sask.,
Who has resigned as general manager of the Regina Trading Co. to take up a Government position.

Wilson & Greenwood, grocers, Sudbury, Ont., have, beginning on Wednesday, July 7, decided to close their store at one o'clock every Wednesday afternoon during the summer months and further that no orders for delivery will be taken after 9.30 Saturday evening.

The MacLaren Baking Powder Co., Ltd., who have recently established themselves at 43 Lombard street, Toronto, will devote their entire energies to the making of baking powder. The product will be put out under the brand name of "Cook's Gem." The president is A. F. MacLaren, the vice-president Mr. Hugman, and the secretary-treasurer, Mr. Whatmore.

H. A. Scott, for many years office manager for the Toledo Scale Co., Ltd., at Toronto, has been appointed district sales manager for Quebec, Maritime Provinces and Newfoundland, with offices in Montreal. R. Keeley succeeds Mr. Scott as office manager at Toronto. Mr. Scott takes up his new duties immediately after the annual convention of the Toledo sales force at Toledo, Ohio, this week.

Western Canada.

The Calgary Broom Factory has commenced business in Calgary, Alta., in a small way.

Robert Graham, Saskatoon, Sask., a traveller for the local branch of Campbell, Wilson & Adams, wholesale grocers, was instantly killed recently, and A. R. Delong, agent for the National Cash Register Co., had his legs badly injured, when the auto they were driving turned turtle after skidding in some deep sand.

T. H. Kaveney for many years special salesmen for Van Camp Products Co., of Indianapolis, has severed his connections with that firm and on July 1, started out to represent W. H. Escott Co., Limited, wholesale grocers' brokers, Winnipeg. Mr. Kaveney will cover Saskatchewan, making his headquarters at Regina.

The Industrial Co-operative Co. Society, Limited, have commenced business in Calgary, Alta., dealing at present, principally in groceries. They have opened one store and it is understood are negotiating for some half-dozen other locations. They have been endeavoring to sell shares for some time back. Their operations will be watched with considerable interest by Calgary retailers.

Big Demand for Canned Goods

Canned Vegetables Being Bought Heavily—Higher Prices for Fall Anticipated—Same Applies to Salmon—Apricot Crop Will be Good—California Predicts Good Walnut Crop—Sugar Situation Firm.

Office of Publication, Toronto, July 8th, 1915.

THERE seems to be a feeling which is more or less general amongst flour and grain men that we have not seen bottom in prices yet. This is affecting the flour and cereal market as well as the wheat exchanges. There is little or no business doing in any particular line; there seems to be a disposition all round to hold off buying. That is general rather than exceptional; so much so that no purchases are being made at present. This is also true of export demand as well as domestic. It is true that Canadian stocks of grain are only about 50% of what they were at this time last year, and also true that stores of old wheat in the United States are running low. On the other hand there is likely to be some waiting in the market before Europe beings to buy heavily, because the European stocks of old wheat are fairly large and the fresh crops over there are about to be garnered. The obverse side of this medal is that the United States and Canadian farmer can more or less demand what prices they want; they do not have to sell now unless the figure is advantageous to them. They will likely, therefore, get a price more nearly what they want. This then is the reason why flour prices and grain prices generally are so low and we think that they will likely go lower still before the change comes. Winter wheat will be garnered some time early next month and until that happens it is not probable we shall see any change so far as an upward movement goes in the market for flour.

Strangely enough our prediction with regard to the influence which the influx of Western eggs would have on the market down East has, while not being verified, has been the subject of a coincidence. It was suggested in this summary last week that a rush of eggs coming from Winnipeg and the West would lower the prices in Ontario and the East. This was likely enough because they were selling out West at 15 or 16c and could be shipped here and still be selling under 18 or 19c mark which was the price down here. These eggs have now come along, but instead of lowering the price, eggs have firmed up a trifle. Synchronous with the coming of the Western eggs there has been a distinct stiffening in the market here. Ontario supplies began to get less and this coincided with the supplies coming down from the West so that levels have been maintained and actually been advanced very slightly. We think, however, that we shall still see lower prices of new-laid eggs, because storage has to a certain extent ceased and generally speaking prices have quieted down. All this is with prejudice to the fact that the supply of eggs is still large and taken in the aggregate, too large for present market levels. The only thing to do therefore is to put those levels down and it will not be long before we see eggs nearly a cent or possibly two cents lower than they are now.

Strawberries which have been unprecedently cheap to the consumer will probably be even cheaper before the season is through. These are now selling in the wholesale market at anything from 5c to 9c. In the opinion of some fruit men there will be a glut in the market. The stuff is good fine fruit and there has been an exceptional demand for fruit this year.

Sugar is up in Alberta and British Columbia this week, having sustained an advance of 10c. The market in Montreal too has displayed unwonted activity and Canadian Grocer has been stating for some time that Ontario levels are not as high as the price of raws would warrant. It is possible that the East will have higher prices for sugar very shortly—providing competition is not too keen.

From Vancouver comes the report that 4,000 boxes of prairie butter have been exported to Sydney, Australia. This is somewhat remarkable, as a case of "the shoe being on the other foot." Usually it is the Antipodes that do the exporting to us, but apparently the make is very large this year in the far West.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Decline of 50c on winter flour.
- Weaker market for spring flour.
- Cutting in rolled oats market.

FISH AND OYSTERS—
- Millfeed prices remain steady.
- Haddock plentiful; demand off.
- Brook trout scarce; prices same.
- Prices easy on frogs legs.
- New salted and pickled fish selling.
- Dore and whitefish not plentiful.

PRODUCE AND PRVISIONS—
- Decline in spring broilers.
- Ducklings drop to 20-23c lb.
- New laids and selects advance 2-3c.
- Decline in butter market.
- Lower cheese quotations.
- Lard and meat prices unchanged.

FRUIT AND VEGETABLES—
- Further advance in oranges.
- Big drop in price of cherries.
- Big demand for strawberries at 10c.
- No more U.S. vegetables arriving.
- Montreal cucumbers offered 50c doz.
- Peas decline to $1 per sack.
- Decline in parsley prices.

GENERAL GROCERIES—
- Further advance in molasses.
- Cheap canned goods still available.
- All peppers shade lower.
- Very firm market for beans.
- Change in rice quotations.
- Spot prune stocks low.
- Sugar business improved.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour very quiet.
- Little export demand.
- No business in cereals.
- Millfeeds dull.

PRODUCE AND PROVISIONS—
- Butter slightly easier.
- Western new laids arrive.
- Ease the situation.
- Cheese very firm.
- Ham a trifle higher.
- Poultry and honey unchanged.

FISH AND OYSTERS—
- Good demand for lobster.
- Supplies getting scarce.
- Eels and herrings selling.
- Demand for Restigouche salmon.

FRUIT AND VEGETABLES—
- Raspberries and blueberries coming.
- All sorts of cherries.
- Asparagus is lower.
- Car of Maryland apples in.
- New potatoes selling.
- Cuban pines in demand.

GENERAL GROCERIES—
- Big call for canned goods.
- Salmon and vegetables selling.
- Scarcity of British lines.
- Sugar is firmer.
- Good walnut crop.
- Peculiar coffee situation.
- Spices very firm.
- California apricots for futures.

QUEBEC MARKETS.

Montreal, July 8.—Both wholesalers and importers find business satisfactory. Collections are said to be unusually good. As has been stated often before, retailers are buying with greater care and in smaller lots, which is a healthy sign. The trade would rather see this than see big orders being placed for

which they might not be paid. A big demand for sugar this week has helped things out a lot. This is something new, as business has been comparatively dead for several months. While the refiners are not making big profits at present prices, it is a question whether an advance will take place just now, as their stocks are heavy and competition keen.

Important events during the past week were changes in quotations on rice and molasses. It was stated in this report a week ago that the price of molasses, even after an advance had been made, was low, considering prices being asked in Barbadoes. A further advance has now taken place, amounting to 2c per gallon, and even now it is thought in some quarters that still further advance will be necessary if wholesalers are to get a reasonable profit.

Changes in the rice market consist of an advance in certain grades of Rangoons, and declines in practically all lines of fancy rices. The only reason for the latter seems to be that business requires stimulating. There is no change in the situation as regards imported rices, few of which are offered.

The canned goods situation is unchanged. The leading wholesalers are offering tomatoes, peas and corn at low prices, which is causing those with smaller stocks to sit back and wait until something happens to bring prices up again. Few of the houses in Montreal are able to offer canned goods at prices being quoted by the big wholesalers.

SUGAR.—Business, which has been dead for several months, suddenly showed signs of vitality this week, and it looks as if the demand is going to be heavy for some time to come. One of the refineries is said to be flooded with orders, but at the prices quoted to-day it is a question whether it is making much money. A certain refiner is said to have bought raws this week at a price that will allow them little more than 25c per cwt. profit. In the United States that would be considered ample, but the turnover here is not big enough to be content with so small a profit. The demand just now, especially from the country, is said to be better than any time this season. The reason given is that the crop of small fruits has been an exceptionally good one in the Province of Quebec. Early this week it was difficult to get information on the market in New York on account of the holidays, but it ruled firm on closing Friday.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—Japan will have a black tea on this market inside of two months or so. Samples have been received. Prices will be on the same basis as Japan greens, which are comparatively reasonable. Prices on India and Ceylon blacks remain about the same as for past three or four weeks, and there does not seem to be any reason for them coming down. Grocers continue to complain at the high prices, and, considering conditions, are buying fairly well. There is no inclination to speculate as there was before the budget came down. Those who speculated at that time went to the end of their tether. They were not sorry, however, because tea is probably worth more to-day than it would have been had a tax been imposed.

WAR OFFICE NEEDS NOT KNOWN DEFINITELY.

Sir Thos. Shaughnessy, president of the Canadian Pacific Railway, who arrived home from Great Britain recently, stated to Canadian Grocer this week that the nature of the purchases to be made by the purchasing department of the C. P. R. will be determined upon the requirements of the War Office from time to time, and that there is no definite information as to the amount of foodstuffs to be embraced. The department will represent the British Government in Canada for general war accessories outside actual munitions.

DRIED FRUITS.—Despite the cry that currants are getting scarcer and dearer, Montreal wholesalers claim to have fairly good stocks of packages. They admit loose are little scarce. They state further that there will be a good currant crop this year, and that there are plenty in New York. Sultanas continue scarce, but the demand from the retail trade is not brisk. Figs in bags, based on the primary market price, should cost the retailer 7c. There is a good demand for figs in the first market. Dates, which are offered at the same price, are quiet. Spot stocks of prunes are getting small; the same applies to Valencia raisins.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09
Apricots	0 15½ 0 17½
Nectarines, choice	0 11½
Peaches, choice	0 10 0 11
Pears, choice	0 13½
Apples, choice winter, 50-lb. boxes	0 08½

DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose		0 07½
Amalias, 1-lb. pkgs.		0 08
Filiatras, fine, loose, new		0 07½
Filiatras, packages, new		0 08
Vostizzas, loose		0 08½
Dates—		
Dromedary, package stock, per pkg.		0 09
Fards, choicest		0 12½
Hallowee, loose		0 08
Hallowee, 1-lb. pkgs.		0 07½
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.		0 14
7 crown, 12 lb. boxes, fancy, layer, lb.		0 14
6 crown, 12 lb. boxes, fancy, layer, lb.		0 13½
1 lb. glove boxes, each		0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced		0 14
40 to 50, in 25-lb. boxes, faced		0 13
50 to 60, in 25-lb. boxes, faced		0 12
60 to 70, in 25-lb. boxes, faced		0 11
70 to 80, in 25-lb. boxes, faced		0 10
80 to 90, in 25-lb. boxes, faced		0 09½
90 to 100, in 25-lb. boxes, faced		0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster		3 60
Muscatels, loose, 3 crown, lb.		0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 11½	0 14
Valencia, selected		0 09
Valencia, 4-cr. layer		0 09½
Cal. seedless, 16 oz.		0 11
Seedless, 12 oz.		0 09½
Fancy seeded, 12 oz.		0 09
Choice seeded, 16 oz.		0 12½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

RICES.—The Montreal Milling Co. announced advances on their "B" and "C.C." Rangoons this week, and declines on most of their fancy rices. No reason is advanced for the latter, but the trade believe that this action was taken to meet competition. The advance on Rangoons amounts to 15c per cwt. Following are biggest changes in fancy grades:—Crystal, $5; Ice Drips, $5.30; Snow, $5.20; Polished, $4.10; and Pearl, $4.60. There is no change in the imported rice situation, very little being offered.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 75
"C.C."	3 65
India bright	3 85
Lustre	3 95
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	0 06	0 06½
Half bags, 112 lbs.	0 06¾	0 06
Quarter bags, 56 lbs.	0 06¾	0 06¾
Velvet head Carolina	0 09¾	0 10½
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 06½	0 07
Seed, lb.	0 06½	0 07

NUTS.—Following the advance in Brazils last week, we have raised our quotations, as the wholesalers will follow the primary market. Shelled walnuts are scarce, and there are lots of inquiries, both for immediate and future shipment.

Almonds, Tara		0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14½
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 36	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	0 30	0 32
Pecans, large	0 18	0 21
Brazils, new	0 16	0 18
Peanuts, No. 1, 12½c; No. 2		0 09½
Peanuts, No. 3		0 08½

MOLASSES.—A further advance in fancy was made by the Montreal wholesalers on Saturday. In our report last week, it was suggested that the advance of a week ago was not commensurate

with the advance which had taken place in Barbadoes. An advance of 2c per gallon has taken place since then, and it is believed that still further advances are likely. On the present basis, wholesalers claim they are only making a profit of 2c per gallon on molasses, costing them 45c laid down in Montreal. When they were paying 25c, they also made a profit of 2c and sometimes 3c. To-day they are taking twice as much risk, and it would not be surprising if quotations were advanced to 49c. The market in Barbadoes stands at 29½c, first cost, and reports are to the effect that fancy is pretty well cleaned up, although we cannot vouch for the truth of this statement. Local houses who bought when the market was down, have been selling to the wholesale trade at lower prices than those quoted in Barbadoes. They have stopped this, however, and intend to keep what they have in storage, until better prices are available. In the meantime, retailers are buying in very small quantities at the present high prices. Quotations for fancy now are 46c per gallon in the country, and 49c in the city; choice is quoted at 37c in the country, and 40c in the city.

	Price for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 49	0 49
Barrels	0 52	0 43
Half barrels	0 54	0 45

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.		0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.		1 40
Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 00
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Maple Syrups—		
New, pure, per 8½ lb. tin	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.		1 15
Maple sugar, pure, per lb.		0 12

COFFEE.—Business is holding up fairly well, with no changes in quotations of any account.

Coffee, Roasted—		
Bogotas	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricaibo	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

SPICES.—Cream of tartar is out of sight again, and is now quoted anywhere between 45c and 55c. There has been a demand during the past week for carroway seed for some reason or other. It is inclined to be scarce, and is quoted at 12-15c. All peppers are a shade lower—from ½c to 1c.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—45-50c.			
Ginger, Cochin	—0 19	——	——
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 26	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian		0 13
Dutch	0 16	0 16
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies		0 35
Shredded cocoanut, in pails		0 19½
Pimento, pure		0 17

DRIED VEGETABLES.—A big Ontario shipper, who visited Montreal this week, stated that he had only two cars of beans left, whereas at this time a year ago he had over a hundred cars. Between now and the new crop he thinks dealers will be able to get almost any price for their stocks. On the other hand, heavy sowing has been going on, and if everything turns out right, there should be a bumper crop this year. There is a big demand for peas, but many wholesalers are out of stock—that is, of good ones. There are several cars of buggy peas available, but nobody wants them.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 30
Yellow, per bushel		3 50
Yellow eyes, per bushel		3 50
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 98 lbs.		5 25
Barley, pot, per bag		2 85
Barley, pearl		4 50

CANNED TOMATOES GOING TO BRITAIN.

Export trade in canned vegetables has not been of much account until recently when some 300,000 cases were purchased from Canadian packers by the British Government. One shipment alone included 30,000 cases. Authorities on the market claim that Canadian canners can, if the Baltimore market maintains its strength throughout the season, continue to sell to Great Britain under United States prices.

CANNED GOODS.—Keen competition between the leading French wholesale houses continues as lively as ever, and big sales are being made at exceedingly low prices. Representatives of independent canners, who formerly were able to land more than their share of business on account of their figures being lower than those of the other houses, are now leaning back and watching the fight, being unable and unwilling to sell at prices current to-day. Whereas they were asking 85c for tomatoes two months ago, and got the business, others are to-day selling as low as 80c. There is a disposition to wait until the situation clears, when it is confidently expected that tomatoes will bring much better prices.

ONTARIO MARKETS.

Toronto, July 8.—The situation in the new-laid egg market is important, because since writing our detailed report there has been talk of a shortage in England. It seems that the situation there is remarkably stiff. It is not difficult to see why. Russian imports are practically nil. It is too far to get them across from Archangel these days. There are some shipments arriving, of course, but they are not comparable to previous years. Then, for some inexplicable reason, Danish eggs have been short too, and inquiries all acknowledge stiffer rates.

This, then, would appear to be an export opportunity for Canada. We have been talking about the large production of eggs in this country and—up to this week—the comparatively reasonable prices which have obtained. What is wrong with exporting our surplus to Great Britain? Canada used to do it in days gone by. Canadian Grocer had an article not long ago urging the fact that we ought to produce enough eggs in this country to export. Now is an opportunity for business. Are we ready for it?

Meanwhile, as our egg market shows, the supply from the West came in very usefully.

June turned out to be a better month than its predecessor, so far as this market was concerned and this, in spite of adverse influences. The weather was far from propitious and held back business to a marked extent. Nevertheless orders were coming in better shape than in May; collections were good, and a better feeling existed. Let's hope it continues.

From all indications there will be a scarcity on all British lines in the fall and winter. We do not see how this can be avoided. It is not so much a matter of apparently exorbitant prices, as that freights won't be available to bring the stuff across. And even if they were it is difficult to see how we could expect imports of jams and such, when the British Government has just placed an order with Canadian manufacturers for a couple of million dollars' worth of their jams. Surely this is proof positive that British jams are needed at home, for the army; else the Imperial Government would not want ours. It looks, therefore, as if pickles, mustards, preserves and such made in Great Britain will be scarce. In that event it is wisdom on the retailer's part if he buys now while he can—that is, if his customers call for that class of goods.

SUGAR.—The advances noted by correspondents in the West in this issue have not been duplicated here, but nobody would be surprised if they were. An advance is the natural thing to expect. Raws and refined are temporarily a trifle easier in New York, but this, it appears, is the condition of a moment. It should not be regarded as permanent. The demand for sugar over the border is distinctly good. Inquiries which have been coming in for some time have materialized and England has bought recently 55,000 tons of refined at 4.65c. f.o.b. More-

over, Britain, we think, will be a steady buyer for some time yet if her position in reality is what it is on paper. France, too, is somewhere in the offing, and may be regarded as a probable purchaser. All these things, therefore, indicate a firmness which may at any moment be translated into higher prices.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be bad at 5c per cwt. above bag prices.

TEA.—The market in London continues to be firm and some sort of advance took place at Tuesday's auction. Just what it amounted to we cannot tell, because a cable which came over this morning quoted an advance of 2¾—or 5½c—which is apparently an error. Nevertheless, levels have probably advanced. "Good tea firm to dearer" and "very little fine tea" were messages received Wednesday in Toronto as comments on yesterday's London auction. The situation here is unchanged for the present. There is no immediate talk of advancing prices to retailers though, as our readers will remember, many have consistently held, since the last advances took place, that the levels were too low, considering the prices paid by tea men at auction.

We have no news this week with regard to Indians, except that the unprecedented firmness which characterized the opening at Calcutta keeps up.

DRIED FRUITS.—News from the Pacific Coast states that last year's apricot crop, despite the fact that Germany was a closed market, was sold at prices 1 to 2 cents above normal. This year's crop—not yet on the market—will be somewhat below that marketed last year. Nevertheless it will be a good crop and conditions for selling will be pretty much like those of last year inasmuch as war had been declared before the marketing of the 1914 crop began. Packers will, therefore, have to find purchasers just the same this year as last. It is believed, in 'Frisco, that apricot levels are too low. Prices are quite firm in this market. Prunes for futures keep up strongly, though we record no advance either in them or in spot stocks. Currants are said to be short here and while we do not alter our prices, the market has firmed up a trifle, and we should not be surprised to see higher figures here. Currants are considerably firmer in the primary market. Valencia raisins are all cleaned up. Raisins generally are firm and peaches and evaporated apples show no change. Business all round is somewhat slow though here and there a demand is displayed.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11¼
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07¼
25 lb. boxes, ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 15
Valencia	0 10	0 10½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	....	0 10

NUTS.—Brazils have been gradually creeping up in price now for some weeks, and we alter our quotations to 13-15c for medium new and 17-18c for large washed. If anything, these figures are easy: we hear of better prices being obtained. Brazils seem to be coming back into their own and certainly levels will not be lower. Brazils were never better than last year and we expect to see higher prices here in the fall. Walnuts are enjoying quite a demand. Of late years walnuts have come to be regarded as a summer line as well as one for winter selling. They are bought for salads, and such. There is a marked firmness in Grenobles and we have advanced our quotations to 15c, which about meets existing conditions. It is said that this year's walnut crop in California will be larger than ever before and of excellent quality. Estimates agree on 12,500 to 12,750 tons as against only a 10,000-ton crop last year. The Californians figure they will be able to get big prices on this year's crop because whatever Europe produce will have to be harvested by women and it will be difficult to arrange transportation too. So that higher levels are not unexpected.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 37	0 38

SPICES.—Peppers have again got into the limelight and both white and black are very firm. We quote no advance because our quotations about meet the case but we should not be surprised to see one at any moment. Cream of tartar is very firm too, and ginger is now experiencing quite a demand. Difficulties of obtaining freights are the raison-d'etre.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 15
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 23
Cassia, ground	0 14—0 16	0 21—0 25
Cinnamon, Batavia	....—....	0 27—0 29
Cloves, whole	....—....	0 28—0 33
Cloves, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 40—0 45
Curry powder	....—....	....—0 25
Ginger, Cochin	0 15—0 17	0 17—0 19
Ginger, Jamaica, ground	0 18—0 21	0 23—0 25
Ginger, Jamaica, whole	....—....	0 25—0 28
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 80—1 05
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	....—....	....—0 50
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	....—....	0 20—0 22
Peppers, white, ground	0 19—0 24	0 32—0 36
Peppers, white, whole	....—....	0 30—0 33
Pickling spice	....—....	....—0 15
Turmeric	....—....	0 18—0 20

RICE.—There is no change in prices here, though the tone seems to be a little firmer. Speculation is rife in the primary markets as to what the new crop will be like. Weather conditions are generally very favorable.

Rice—		
Rangoon "B," per cwt.	....	3 48
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	....	5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 05½

CANNED GOODS.—There is to be another meeting of the canned goods men which occurs after Canadian Grocer goes to press, and until that meeting we cannot give any definite opinion with regard to the holding company. It is understood that some signatures are still lacking—but we shall know more next week. Meanwhile there is a big demand, all at once, for canned vegetables, and prices have accordingly been raised in most cases by about a nickel. Tomatoes, corn and peas and so on are all in good demand now. This buying is said to be in anticipation of higher prices which will probably obtain in the fall. Retailers are buying heavily and storing several cases against the fall. It seems reasonably certain that we shall have higher prices, so that this is good logic. Salmon, too, is selling more freely because as the season for the new pack draws near higher prices are regarded as certain. It must be remembered that present figures are very advantageous inasmuch as they have obtained for the eight or nine months which have elapsed since the last pack. It is reasonable to suppose that they will be boosted, and retailers rightly feel that present buying is good buisness. This heavy buying is general: most wholesalers are experiencing it.

MANITOBA MARKETS.

Winnipeg, July 8.—Western weather has been cool and showery and by no means up to the July standard; growth is, however, rapid and crops generally looking well. It is evident that country retailers are favorably impressed with the outlook, as country orders are coming in in increasing volume and wholesalers and jobbers have been exceptionally busy filling the same. It must not be imagined that large orders are much in evidence. There is little inclination on the part of wholesalers to extend credits or upon the part of retailers to accumulate heavy stocks. Business generally is on a very sound and healthy basis.

City trade continues dull. It has shrunk considerably during the last three months. It has had to be adjusted to a new set of circumstances but to-day it is going along on sound business lines and there are no complaints. People are accepting war conditions in the right spirit and hoping for some revival in the fall when the wheat is moving.

SUGAR.—Sugar prices are firmer. Standard granulated as a basis is quoted in Winnipeg to-day at $7.05 in sacks, with the advances noted in last issue applicable to Western points of shipment. There is a general impression here that sugar is bound to go up and with the period of heaviest consumption during the entire year at hand, the present looks like a good time to buy. At the same time there has been much speculative trading in raw sugars in New York and under such conditions fluctuations of wide range are always possible.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	6 60
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0.53
New Orleans	0.34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 26

BRITISH COLUMBIA MARKETS.

By Wire

Vancouver, July 8,—Four thousand boxes of butter are on the Markura which sailed Wednesday for Sdney, Australia. Generally the opposite occurs as we buy considerable butter from the Antipodes. Prices here are not affected by the shipment which is mostly prairie creamery. Provincial fruits are arriving freely also Californian. Business is fairly good. Sugar is up ten cents a hundred to $7.45; gunnies are $7.60.

PRODUCE AND PROVISIONS.	
Butter, creamery, per lb.	0 35
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresh	26 c
Extra selected	22½c
Vancouver Island	26 c
Lard, 3's, per case	8 75
Lard, 5's, per case	8 67
Lard, 10's, per case	8 60
Lard, 20's, each	3 05
GENERAL.	
Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06¼c
Beans, Lytton	06¼c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evap. apples, 50's	08¾c
Flour, 49's, bbl.	7 75
Lemons, box	3 75 4 25
Potatoes, per ton	20 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	02 c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 45
Sugar, yellow, per cwt.	6 80
Walnuts, shelled, lb., 40c; Almonds	42 c
CANNED GOODS.	
Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20
SALMON.	
Sockeye, 1 s, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00
DRIED FRUITS.	
Apricots, per lb., 13½c; Apples, lb.	08¾c
Prunes, 70-80, 25's, lb.	08¾c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	07 c
White figs, per lb.	06 c

ALBERTA MARKETS (CALGARY).

By Wire

Calgary, July 8.—Sugar has advanced 10 cents a hundred since last report as was looked for and further advances are probable. Demand is fairly heavy. Dried apricots and peaches are cheaper at 13 cents and 7½ cents respectively. Lard and smoked meats are steady. Cherries are $1.25. Preserving cherries (morellos) are $1.60 a crate. Fresh apricots and California plums are $2.00 a crate. Valencia raisins appear to be entirely cleaned up. No Australians are offering. Beans are getting scarcer. Exhibition week has just concluded with fine business.

Fruits—		
Strawberries, crate, 24 pints	....	3 00
Raspberries, crate, 24 pints	....	3 00
Cherries, 8-lb. box	....	1 25
Cantaloupes, crate	....	5 00
Oranges, case	....	4 75
Lemons, case	....	5 50
General—		
Beans, small white Japan, lb.	....	0 06½
Beans, Soya, per lb.	....	0 04¼
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail	....	3 70
Rolled oats, 80s	....	3 30
Rice, Siam, cwt.	....	4 00
Potatoes, No. 1 white, B.C., bushel	....	0 75
Sugar, pure cane, granulated, cwt.	....	7 65
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	....	0 21
Butter, No. 1, dairy, lb.	....	0 18
Eggs, new laid, doz.	....	0 20
Lard, pure, 3s, per case	....	9 00
Lard, pure, 5s, per case	....	8 93
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 55
Corn, 2s, standard, case	....	2 10
Peas, 2s, standard, case	....	2 10
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 85
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48xls, per case	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears ,choice, 25s, per lb.	....	0 14

SASKATCHEWAN MARKETS.

(By Wire.)

REGINA, July 8.—Market conditions locally are good. Fruit is coming in well and prices are reasonable. Weather has been rather wet. Crops are progressing favorably but warm weather is required soon. Cheese is quoted at .19½. New cheese shows an advance of one cent over the price quoted last week. Currants are one-half cent higher. The following prices are quoted in fruit and vegetables:—Watermelons, per dozen, $10.50; cherries, $1.75 to $2; gooseberries, $1.60; tomatoes, $1.75; Cucumbers, per dozen, $1.75; new potatoes, $2; old potatoes, $1; lemons, $4.75; pineapples, $4.25.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 17
Cheese, per lb., large	....	0 21¾
Eggs, new laids	0 12	0 15
Lard, 3's, per case	....	8 90
Lard, 5's, per case	....	8 85
Lard, 10's, per case	....	8 80
Lard, 20's, each	....	2 90
General—		
Beans, Ontario, per bushel	....	3 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 80
Apricots, per lb.	....	0 12
Evap. apples, 50's	....	0 08⅜
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	3 10
Rice, per cwt.	....	3 90
Sugar, standard, gran., per cwt.	....	7 44
Sugar, yellow, per cwt.	....	7 04
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 39
Broken beans, 2's	....	2 55
Beans	....	2 2[illegible]
Corn, standard, per 2 dozen	....	2 28
Peas, standard, per 2 dozen	....	2 28
Plums, Lombard	2 15	2 28
Peaches	....	3 21
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 85
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, fancy, box	....	2 25
Grapefruit, per crate	....	4 50
Sweet potatoes, per crate	....	4 50
Lemons	....	4 75
Oranges, Valencias	4 25	4 75
Pineapples, case	....	4 25
Potatoes	....	1 00
Celery	....	0 11
Dried Fruits—		
Currants, per lb.	....	0 08⅝
Prunes, 70-80, 25's, lb.	....	0 10½

Unless you have sound theories back of the practices of your business you may be reasonably certain of going wrong.

Your clerks will not be any more polite to customers than you are to your employees.

Your business cannot prosper permanently unless you regard getting the money, collecting, as an important feature.

Strawberries A-Plenty; Too Much Lettuce

Oranges Are Up Again—New Cherries Now Selling — Mississippi Sends Tomatoes — Apples From Maryland Getting Good Business—Watermelons in Demand.

MONTREAL.

FRUITS.—Oranges are up again, to 4.50. They are getting scarce, and only late Valencias and California seedless are available. It will be late Valencias now for several months, until the new crop is available. The general opinion is that the price cannot go much higher unless they become very scarce. Cherries took a big drop early this week, selling as low as 80c for 11 qt. baskets, and 45c for 5 qt. baskets, which is a big drop for a week. Lemons remain about the same—3.00-3.50 for 300 and 360 sizes, with a fair demand. New apples are quoted the same as a week ago—2.00 per basket, these being Duchesses and Yellow Transparents. It is confidently predicted that as soon as the price drops a little, there will be a big demand for apples. Strawberries are quoted 4.75 per crate of 54 cups for Canadian berries, and 10c per quart for American berries. Cantaloupes are about the same price—4.00-4.50 — depending upon the size. Watermelons remain at 40c apiece. At present, the biggest seller in the fruit line is strawberries.

Apples—		
New apples, basket	....	2 00
Bananas, crate	2 00	2 25
Cocoanuts, sack	....	4 00
Grapefruits, case	....	4 00
Grapes, Belgium botbouse, lb.	....	1 00
Lemons—		
Messina, Verdelli, extra fancy, 300 size	....	3 50
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	5 00
Pineapples, 18-24 and 30-36	2 25	2 50
Peaches, box 6 baskets	....	1 50
Plums, box 4 baskets	1 75	2 00
Strawberries, per qt. cup	....	0 10
Cherries, California, 11-qt. basket	....	0 80
Cantaloupes, box of 45	....	4 00
Apricots, box	....	1 50
Watermelons, each	....	0 40

VEGETABLES. — The market this week is crowded with Montreal stuff, and this is probably the last week for most lines of American produce. Asparagus is unchanged. Cauliflowers are cheaper, bringing 1.50 to 2.00, the former price being for smaller ones. Canadian celery is now on the market, worth 75c per doz., so that American washed celery is now off this market. Parsley took a drop to 25c per doz. bunches, and there is quite a lot coming in. Peas fell to $1 per sack, and will probably be cheaper before many days. There is not much change in new potatoes, which remain at $3 per bbl. Tomatoes are slightly down —to 90c-1.00. There is a big demand for them, as the quality is very good. Hothouse tomatoes dropped to 13c per lb., and watercress is down to 30c doz.

Asparagus, Canadian, doz. bunches	2 50	3 00
Beets, new, doz. bunches	....	0 50
Beans, wax, basket	....	2 00
Beans, green, basket	....	2 00
Cabbage, new, crate	....	1 00
Carrots, bag	....	1 50
Carrots, new, doz.	0 40	0 50
Cauliflower, Canadian, doz.	1 50	2 00
Cucumbers, fancy, doz.	....	0 50
Horseradisb, Canadian, lb.	0 10	0 15
Head lettuce, doz.	....	0 25
Curly lettuce, 4 doz.	....	0 25
Mnsbrooms, 4 lbs., basket	....	2 50
Onions—		
Bermuda, 50-lb. crate	....	1 75
White, Texas, crate	....	1 75
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 25
Peas, sack	....	1 25
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, bag	....	0 55
Green Mountain	....	0 65
New, bbl.	....	3 00
Radishes, doz.	0 05	0 15
Rhubarb, botbouse, doz.	0 20	0 25
Spinach, Canadian, box	....	0 40
Turnips, bag	....	2 50
Turnips, new, doz. bunches	....	9 25
Tomatoes, Mississippi, crate, 4 baskets	0 90	1 00
Tomatoes, bothouse, lb.	....	0 13
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—Strawberries are coming in in a very deluge these days and there is a glut. They are a good buy inasmuch as the fruit is excellent, and there has been an unprecedentedly large consumer demand. Price is anywhere from 5 to 9c a basket; poorer ones only going at the nickel price. Seven cents is a good average. Cherries are scarcer this week and our quotations are firm though actually they are lower than last week. Sweet white and choice black (Canadian) are on the market now, and moving very well. Oranges are firm at anywhere from $4 to $4.50, and it is Valencias, just in, that are selling. A car of apples in hampers arrived Tuesday from Maryland, and these wholesale at $1.50 to $2.00. Cuban pines are worth $3 to $3.25. Small and large gooseberries, priced accordingly, are not moving very quickly as yet. Plums are easier at $1.25 for second quality, and $1.75 for the best. Canteloupes have an easier tone though demand is specially large. Peaches are down again this week to $1.25-$1.50. General business is brisk and orders are larger in character than for some time. Warm weather is making most lines very saleable.

Apples, new, imported	1 50	2 00
Apricots, Cal., box	1 35	1 50
Bananas, per bunch	1 65	2 00
Cocoanuts, sack	4 00	4 25
California cherries, box	2 50	2 75
Cherries, case, imported	2 25	2 50
Cherries, Can., 11-qt. basket	0 60	0 75
Cherries, extra choice, black	0 85	0 90
Cherries, sweet, white	1 00	1 25
Cantaloupes, case	4 00	4 25
Gooseberries, small, 11-qt. basket	....	0 30
Gooseberries, large, 11-qt. basket	....	0 68
Grapefruit, Cuban, case	4 00	4 50
Oranges—		
California Valencias	4 00	4 50
Lemons, Messina	3 75	4 00
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 00	1 50
Pears—		
California, box	2 00	2 25
Pineapples, Porto Rico, case	....	3 25
Pineapples, Cuban	2 75	3 00
Plums, case	1 25	1 75
Strawberries, qt. box	0 05	0 09
Watermelons	....	0 65

VEGETABLES.—There are lots of tomatoes in this week. Two or three fruit and vegetable men have had cars; most of them come up from Missisippi, and are worth 85c a box. Maryland carrots came in this week and they sell for $2.50 to $3.00 a crate. Domestic stuff is worth 50c to 75c, and 20c to 25c. Green peas are coming in right along now, and have started fairly high at $1.75 to $2. Supply is not too heavy yet. Lettuce, leaf stuff, has become a glut on the market and Canadian stuff can be bought very cheaply. Beans, green and wax, are firmer. Supply is none too plentiful as yet and prices remain very firm. Cauliflower shows little change though demand is weak at present. Cucumbers are up fifteen cents, top price being now $1.15. Potatoes, Canadian stuff, are easier a trifle but new are still at pretty high levels. Mushrooms show no change: there are lots to be had. Rhubarb is worth anywhere from 15c to 25c a dozen bunches.

Asparagus, Canadian, baskets	1 00	1 50
Beets, hamper, doz. bunches	0 10	0 15
Beans, green, hamper	1 75	2 00
Beans, wax, hamper	1 75	2 25
Cabbage, new, crate	1 00	1 50
Cauliflower, hamper	1 50	1 75
Cabbage, busb.	0 50	0 75
Carots, new	0 20	0 25
Carrots, bag, old	0 50	0 75
Carrots, new, hamper	2 50	3 00
Cucumbers—		
Slicing, hothouse, dozen	0 85	1 15
Hampers	1 25	1 75
Celery, California, doz.	....	1 25
Egg plant, doz.	....	2 00
Mushrooms, 6 qt. basket	1 50	1 60

(Continued on page 39.)

Lobster Inclined to be Scarce

Because of Closed Season in Some Districts—Brook Trout Arriving in Small Quantities—Better Movement in Salted and Pickled Fish—Big Stocks of Haddock in the East.

MONTREAL.

FISH AND OYSTERS.—Fish trade is keeping up on the average, as far as distribution is concerned, and, considering the high cost of meat and meat products, and the comparatively reasonable prices for fish, a larger trade should be expected. Among the varieties this week which are in good supply are haddock, codfish, mackerel, eels, halibut, pike and carp, while lines which are scarce are Gaspe salmon, lake fish generally, bullheads, and lobsters. The last mentioned is inclined to be scarce because of closed season in quite a few districts, and very rough weather. Prices will likely go up from now on. Supply of haddock is very large, and the demand is not what it should be considering the quality and price of this fish. Dore, whitefish and lake trout are not so abundant, and a small rise in price is now taking place. Brook trout, as is generally the case in hot weather, is arriving in small quantities, but the demand has taken the same course, and prices are apt to go the same way. The trade appears to be getting quite indifferent to oysters, clams, etc. In prepared and smoked fish lines, the demand is about normal, but there is more movement in new salted and pickled fish. Frogs' legs are arriving in good quantity, and the demand being so small, prices are very easy.

TORONTO.

FISH AND OYSTERS.—Restigouche salmon is now getting lots of sale. Salmon came into its own somewhat later this year but trade, when it did start, kept right on. This week there has been a slight firming up in the price of salmon. Supplies seem to have dwindled somewhat. This has been holiday week, however, and fish men attribute the exorbitant demand to Dominion Day here and the Fourth over the border. Lobster is selling now at 18 to 20 cents for small, and 30c for large. There has been a lot of lobster sold this last month and there seems to be a scarcity now of supplies coming in. Lake Erie herrings find good business at 7c; this price is shaded in some quarters. Eels are a good seller though, one dealer says, the demand is not up to the average. There is a little brook trout coming in. It sells at anything 25 to 25 cents. Filleted haddie and kippered herrings are selling better now. They were inclined to be slow the first of the season. Lake stuff, in the main, is the business getter. Trade is fairly good. Holiday demand was even better than expected.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	..
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	....
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kippered herrings, selected, 60 in box	1.50	1.25
Smoked salmon, per lb.	.25	.12
Smoked halibut	...	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.14	.18
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	...
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	...
Steak codfish per lb	.04-.04½	.09
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	...
Smelts	.09	.05
Herrings, per 100 count	3 00	...
Round pike	.05-.05½	...
Grass pike	.06	...

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cans, each	0 40	....
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per bbl.	11 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 00	8 00
Live lobsters, small	0 15	0 18
Live lobsters, medium and large, lb.	0 18	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 —12	9½—10
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, each	15 —16	18
Steak, cod, fancy express, lb.	5½— 6	0 08
Herrings, Gaspereaux	2	....
Flounders	5	0 07
Salmon, Western	15 —16	—18
Salmon, Eastern	16 —18	—22
Roe, Shad, each	....	1 50
Bluefish, lb.	....	0 10

FRESH LAKE FISH.

Carp, lb.	0 07	....
Pike, lb.	0 07	0 07
Brook trout	9 24	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings lb.	0 04	0 07
Lake trout, lb.	0 11	9—10
Dressed bullheads	0 12	....
Eels, lb.	0 10	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12—13	....

FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, per lb.	.05½-.06	...
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.10
Pike, dressed and headless, lb.	.06 -.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half, bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 75—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	10 00	10 00
Green cod, No. 2, bbl.	8 50	8 50

WINNIPEG.

FISH.—Trade continues active with no change in prices.

Fish—		
Fresh salmon, lb.	....	0 16
Fresh halibut, lb.	....	0 09
Pickerel	....	0 10
Whitefish	....	0 09
Finnan haddies	....	0 08½
Kippers, box	....	1 75
Lake trout, lb.	....	0 12
Holland herrings, kegs	....	0 73
Smoked gold eyes, doz.	....	0 30

At a meeting of the Board of Directors of the Regina Trading Company, Limited, Regina, Sask., A. F. Little was appointed to the position of general manager of the company to succeed J. F. Bole, who is now commissioner of the Government Liquor Dispensaries. Though J. F. Bole has resigned his position as general manager, he still retains the presidency of the company, and the personnel of the company still remains the same as before, with J. F. Bole, president and A. Gibbons, secretary.

Cheese Easier; Eggs Slightly Higher

Sudden Let-Up to Export Demand for Cheese—Make Very Large Still—Western Eggs Arriving —Prices a Trifle Higher—Supplies Smaller in Ontario—Butter Situation Easier.

MONTREAL.

PROVISIONS.—Lard remains in the same position as a week ago. Market on hogs is up and down, without making a material change in our quotations. Business continues fair, packers claiming they have no complaint to make at all. The tone of the market for all lines of smoked and cured meats is firm.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 23
Boneless	....	0 25
Peameal	....	0 25
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Sboulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 25
Sboulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	29 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12½
Tubs, 50 lbs. net	....	0 13¾
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 13
Pails, tin, 20 lbs. gross	....	0 13
Cases, 10 lbs., tins, 60 in case	....	0 13¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 14½
Bricks, 1 lb. each	....	0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	13 75

BUTTER.—Market in the country was lower this week, 28c being quoted at St. Hyacinthe, and 28½c at Cowansville. This decline followed a decline in prices in Montreal. This has had no effect on our quotations. The market has been too high, prices to-day being 2¾c higher than they were last year at this time. Thus there is no wonder that prices are tending downwards.

Butter—		
Finest creamery	....	0 28
Dairy prints	....	0 23
Dairy, solids	....	0 22
Separator prints	....	0 22
Bakers'	....	0 19

CHEESE.—The market is somewhat easier this week on account of liberal receipts, and the falling off in demand from Great Britain. Difficulty in getting bottoms for export is also having a depressing effect on the market. Prices on some boards in the country fell as much as 2c. There is no change in our quotations on old make, but on new make we quote 17-18c.

Cheese—		
Old make	....	0 22
New make	0 17	0 18
Old specials, per lb.	....	0 22
Stilton	0 18	0 19

EGGS.—Our quotations here have been raised. On No. 1's there has been an advance of 1c per dozen, with a bigger advance on new laids and selects, receipts of which are reduced by the warm weather. There has also been an export demand, which has taken a few thousand cases off the market. On the other hand cables early this week quoted a lower market in England, and reports from there indicate that a lot of continental eggs are arriving, which is depressing the market. Thus, it is possible that the market may be down here again.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 17	0 18

HONEY.—Market quiet and featureless, and is expected to be for the remainder of the summer.

POULTRY.—Our quotations on spring broilers are down, as receipts are much better, and the quality is poor. They are not worth more than 75c. If farmers would fatten them more they would get a much better price for them. Fowl is in fair demand, and the market was short last week. On Monday, the market was practically bare. No frozen fowl of 5 lbs. and over are offering, and those weighing 3 lbs. and over, are quoted at 14 to 16c lb. Ducklings are coming in more plentifully, and prices have dropped to 20-23c—a drop of 3c per lb.

Poultry—		
Frozen stock—		
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 16	0 18
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	0 75	1 00
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 14	0 18
Fowl, small	....	0 16
Turkeys	0 15	0 18
Ducks, old	....	0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 20	0 23

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending July 3, 1915....	16,716	99,974	20,305
Week ending July 4, 1914....	19,228	75,345	9,405

TORONTO.

PROVISIONS.—Hams are enjoying a rather better demand. They have been weak for some little time but there is a stiffening in price and an advance of a cent this week. Cooked meats of all kinds find a ready sale. Bacon is slower just now; there was some heavy buying a while back and probably that is still being felt. Lard prices are still firmer; this applies to the pure only. Compound shows no change.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 22	0 23
Boneless, per lb.	0 24	0 25
Pea meal, per lb.	0 25	0 25
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Sboulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 12½	0 13
Pails	0 12¾	0 13¼
Tins, 3 and 5 lbs., per lb.	0 12¾	0 13⅛
Bricks, 1 lb., per lb.	0 13¾	0 14¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09½
Tubs, 50 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.	....	14 00
Live, per cwt., off cars	....	9 65

BUTTER.—Situation is a little easier now. Demand for storage seems to have eased up some, and there is not as much export going on now as there was. Supply continues to be very large, too large for the present levels to keep up. We may see a slump in prices if the storage demand has let up for good and all for some time.

Butter—		
Creamery prints, fresh made	0 27	0 29
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Bakers', lb.	0 19	0 21

CHEESE.—There is no price change to record but while levels are unaltered there is an easier tone. The market eased up a little at the beginning of the

week on account of a lull in the export demand. This has suddenly slackened while the make is large and unabated. Nevertheless we think this condition only temporary and there is no doubt that stocks are but lightly held; compared with last year they are low. Still for any easement at all in the situation we should, in these days, be truly thankful and like Oliver Twist ask for more.

Cheese—		
Old, large, per lb.	0 22	0 23
Old, twins, per lb.	0 22½	0 23½
New, large, per lb.	0 17½	0 18
New, twins, per lb.	0 18	0 18½

EGGS.—Strangely enough the arrival of eggs from the West coincides with a distinct stiffening as to supplies in Ontario. Readers will remember that in these columns last week we pointed out that new laids were exceptionally cheap in the West, and our own market here was so high, relatively, that westerners could afford to export their eggs to us in Ontario. This actually happened, to a very large extent, this week, but Ontario supplies suddenly got scarcer and so levels were maintained. These western eggs arrived in first class condition and look good. Their arrival saved the market from what looked like an inevitable advance and affected the market only slightly, advancing new-laid prices by a cent. Wholesalers are now paying 18 to 19c at country points and selling to the trade at 24 to 25. It is possible, at this writing, that that price may be shaded half a cent or a cent immediately.

Eggs—		
Specials (in cartons), doz.	0 24	0 25
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 18	0 19
Cracked	0 16	0 17

POULTRY.—Old fowl has firmed up a trifle because, largely, of the demand over the holiday. Broilers show no change and the call for them is hardly as insistent. Dressed stuff makes little showing. Ducks dressed are worth 17 or 18c. Fowl, however, is the main buy just now.

Poultry—	Live.	Dressed.
Old fowl, pound	12 to 15	15 to 18
Spring broilers	17 to 20	00 to 00
Old turkeys	16 to 20	00 to 00
Turkeys	00 to 00	23 to 25
Ducks	00 to 00	17 to 18

HONEY.—This market shows no change. Prices are fairly firm because demand is better than supply but there is not much chance of higher prices.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 00
Comb honey, No. 1, doz.	3 00	0 00
Comb honey, No. 2, doz.	2 40	0 00

WINNIPEG.

PROVISIONS. — Cooked meats are selling fairly well, as this is their season. Eggs are easy and prices low considering those in the East. Cheese is high and Manitoba is going into its manufacture more extensively.

Hams—		
Light, per lb.	0 18	0 18½
Medium, per lb.	0 17½	0 18
Large, per lb.	0 15	0 15½
Backs, clear, per lb.	0 20	0 23
Bacon—		
Breakfast, per lb.	0 18½	0 23
Shoulders, per lb.	0 13½	0 14½
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	25 00	26 00
Short cut, per lb.	26 00	
Lard—		
Tierces	....	0 13½
Tubs	....	6 88
Pails	....	2 77
Cases, 5s	....	8 47
Cases	....	8 70

BUTTER.—

Creamery	0 25	0 26
Best dairy	0 18	0 20
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 12½	0 15

CHEESE.—

Cheese—		
New, large	....	0 20
New, twins	0 20½	0 21
Manitoba	....	0 19

POULTRY.—

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 36.)

Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
Americau	2 25	2 50
Bermudas, crate	1 50	1 75
Green onions, doz.	0 12½	0 20
Green peppers, basket	....	0 75
Green peas, 12-qt. basket	1 75	2 00
Green peas, Can.	0 40	0 50
Potatoes, N.B. Delawares	0 65	0 70
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Carolina, bbl.	....	5 00
Potatoes, new, hamper	3 50	4 00
Parsley ,basket, 11-qt.	0 30	0 35
Radishes, doz.	0 10	0 20
Tomatoes, Mississippi flats, 4-bkt. carriers	0 75	0 80
Turnips, bag	0 50	0 60
Lettuce, leaf	0 15	0 20
Lettuce, Boston, head, small, doz.	0 50	0 60
Lettuce, Canadian, head, doz.	0 30	0 40
Parsnips, Canadian, bag	0 55	0 65
Rhubarb, outside, doz. bunches	0 20	0 25
Spinach, bushel	....	0 25

WINNIPEG.

FRUITS AND VEGETABLES.—Stone fruits are rapidly coming down in price and in another week will be plentiful and cheap. Strawberries are down and raspberries are taking their place. Ontario cherries for preserving and gooseberries are attractive lines in baskets. Oranges and lemons are firm. Old potatoes are higher but new potatoes ½c per lb. cheaper. Local lines of vegetables are replacing the imported.

Apples—		
Washington	2 25	3 25
Apricots	....	2 00
Bananas, lb.	....	0 05
Cherries per box (10 lbs.)	....	2 00
Lemons, Cal., case	5 00	5 50
Oranges, Valencias	....	5 00
Med. Sweets	4 25	4 50
Peaches	....	2 00
Plums, case	....	2 00
Pineapples, per case	....	4 00
Raspberries	....	3 00
Tomatoes, Florida	....	1 10

VEGETABLES.—

Potatoes, car lots, busbel	....	0 60
Potatoes, small lots	....	0 75
Onions, Washington, sack	....	3 00
Onions, Australian, sack	....	3 00

ALBERTA MARKETS (EDMONTON).

(By Wire.)

Edmonton, July 8.—There is a peculiar situation in canned goods here. Eastern goods are reported to be advancing, but no change is taking place in Western prices owing to heavy carryover caused by the war. Fruit sealers are meeting with good sale in anticipation of preserving season. Flour shows some signs of strength, some local booking being done by retailers; wholesalers are buying hand to mouth. Potatoes are 35c to 80c per bushel according to quality. Rolled oats are easier. Flour is $3.50 to $3.55. Sugar, granulated, is firmer at $7.65 to $7.75. Yellow is $7.25.

Produce and Provisions—		
Cheese, new, lb.	....	0 21¾
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 18c; No. 2	....	0 14½
Lard, pure, 3's, per case	....	2 00
Lard, pure, 5's, per case	....	8 95
Lard, 10's, per case	....	8 90
Lard, pure, 20's, each	....	2 93
General—		
Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	3 90	4 15
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09	0 09½
Potatoes, per bush.	0 35	0 80
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $3.55; 80's	....	3 15
Flour, 98's	3 50	3 55
Rice, per cwt.	....	3 85
Sugar, standard gran., per cwt.	7 65	7 75
Sugar, yellow, per cwt.	....	7 25
Canned Goods—		
Apples, gals., case	....	1 60
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen	....	2 10
Plums, Lombard	....	2 20
Peaches	....	3 25
Strawberries, $4.45; raspberries	....	4 90
Tomatoes, standard, per dozen	....	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	....	7 50
Cohoes, 1's, $5.75; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

NEW BRUNSWICK MARKETS.

By Wire

St. John, July 8.—Markets show little of interest this week there being no changes of importance. Cream of tartar is almost completely out of local market, no shipments being received from Europe lately; quotings are up to 42 and 44c lb. Molasses are very firm. Advices from Barbadoes dealers indicate higher prices partly because of bad weather. There was a recent jump of 2 cents to 44½ and 45 cents. United Empire Sugar is up 10 cents. This is a local change, other grades not being affected. Pork is easier, American being now lower $25 to $28.25. Eggs are scarcer this week at 19 to 20 cents. Dealers don't think prices will hold. Foreign market is still taking cheese which has advanced quoting again 18½ to 19 cents. Ontario flour is easy at $6.85.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, barrel	24 00	25 00
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	25 00	28 25
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 29	0 31
Eggs	0 19	0 20
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 13¾	0 14
Cheese, new	0 18½	0 19
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, oidinary	....	1 85
Flour, Manitoba, per bbl.	....	7 85
Flour, Ontario	....	6 85
Rolled oats, per bbl.	....	7 25
Oatmeal, standard, per bbl.	....	8 00
Fresh Fruits and Vegetables—		
Lemons, Messina, box	....	7 60
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 60
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 44½	0 45
Cream of tartar, per lb., bulk	0 42	0 44
Currants	0 06¾	0 09
Rice, per cwt.	4 25	4 50

Winter Wheat Flour Declines

In Montreal, But Not in Toronto—Flour Export Business Quiet—Cereals Show Little of Interest—Activity in Mill Feeds Disappears.

MONTREAL.

FLOUR.—A further decline occurred in winter wheat flour during the week attributed to the continued slow demand from local buyers and the increased offerings from Ontario millers. Fancy patents are now being offered at 6.30, 90 per cent. in wood 5.90-6.00, and the latter in bags 2.75 to 2.85. This is a decline of 50c per bbl., and makes a total decline since June 1 of about 1.50. Both wholesalers and retailers appear to be pretty well off for stocks, and with such a small demand, are not buying except hand to mouth. They believe that with the arrival of the new harvest next month, that prices will slump, and are consequently holding off. No changes have taken place in the market for spring wheat flour for several weeks, but business is about as dull here as in the case of winter flour, amounting to little more than peddling.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	7 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 30	6 50
90 per cent. in wood	5 90	6 10
90 per cent.. in bags	2 75	2 85

CEREALS.—It is understood that considerable cutting of prices is going on, and that sales are being made to wholesalers as low as 2.90, which is considerably lower than prices paid for the past two or three weeks. A miller writes from Ontario to state that the market on oats is up five or six cents per bushel, and that he cannot ship here for less than 3.00. Thus our quotations to the retailer of 3.20 remain steady. There is no improvement in the demand, either local or export.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 50	2 55
Unbolted	....	2 25
Rolled Oats—	90's in jute.	
Small lots	3 20	....
25 bags or more	3 15	....
Packages, case	....	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	3 05
Rye flour, bag	3 00 3 30
Barley, pot	2 90

FEEDS.—There is little business being done, partly because of lack of demand, and partly on account of the small production. The latter fact helps to keep the market fairly steady. In certain cases, where dealers are in need of money, lower prices can be secured than those quoted.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	28 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—The flour business is pretty quiet just now, and it is not likely we will see much activity until the harvest next month. Winter wheat levels are very weak, and prices may be lower than our quoting. Buyers are inclined to wait and as long as they can hold out they show no disposition to be coaxed. There is a distinct feeling that we haven't reached bottom in flour prices yet because it is predicted that we shall see lower wheat prices yet. A flurry yesterday resulted in another three-cent break in the wheat market, and there is little wheat being purchased just now. The farmer, both in the United States and Canada, can afford to hold out for better prices than he would get now and that neutralizes the effects of low wheat stocks.

There is little flour being exported at present, not so much because of prices being high as that there isn't the disposition in Europe to buy just now.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 40

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	6 00
90 per cent.	6 00	5 80
Straight roller	5 80	5 60
Blended flour	5 80	5 80

CEREALS.—There is little of interest to note. Rolled oats are very quiet now. Other cereals display little effort of any sort and buying of most lines is scarce. Peas display some small activity.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush	2 80	2 90
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 00	3 20
Rolled wheat, 100-lb. bbl	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS. — This market has dropped to the level of the other grain markets and the busy time enjoyed a couple of weeks ago is no more. Demand is small. To counteract this, however, supply is limited, production being comparatively little.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 00
Shorts	27 00	28 00
Middlings	30 60	32 00
Wheat moulee	....	30 00
Feed flour, per bag	1 85	1 90
Oats—		
No. 3, Ontario, outside points	0 65	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG.

FLOUR.—Best patents are still on the $7 basis. Trade, both export and domestic, is not at all brisk. Rolled oats are quiet.

Flour—		
Best patents, per bbl.	....	7 00
Bakers'	....	6 50
Clears	....	5 60
XXXX	....	4 50
Rolled oats, 80 lbs.	....	3 25
Cornmeal, 98 lbs.	....	2 25

TRAVELERS' HOLIDAYS UNIFORM.

Travelers in the Toronto and Hamilton districts will, as usual, have uniform holidays this year. These will be the first two weeks in August, and during this time wholesale grocers will have their grip men off the road. Many travelers will be attending the annual Drummers' Snack Club outing at Georgetown the last Friday and Saturday in July.

T. C. Dawson, of the W. H. Escott Co., Limited, wholesale grocery brokers, Winnipeg, is visiting friends and relations in St. Catharines, Hamilton and Woodstock, on his return from the Acadia Sugar Refining Co. convention held in Halifax recently.

TRUTH IS SUPREME



We pride ourselves in saying that no product leaves our mills that does not comply with all the claims we make for it. When you see our name on any brand you can rest assured the goods are as pure as science and skill can produce.

QUALITY—Then Price, THAT'S TILLSON'S.

We never sacrifice quality to meet the rise or fall of the markets. Whether wheat rises from $1.00 to $1.60 a bushel, you may be sure that you will always get the same high quality in

Rainbow and Gold Seal Flours

PROFITS LIE IN QUICK TURNOVERS

Therefore, it is best to handle the flours noted for their high quality. Every housewife knows that her reputation as a good cook depends on her flour. Sell her Rainbow Flour for bread and Gold Seal Flour for pastry. You'll retain her trade.

OUR NEW HEALTH FOODS

"Scotch" Fine Cut Oatmeal and "Scotch" Health Bran

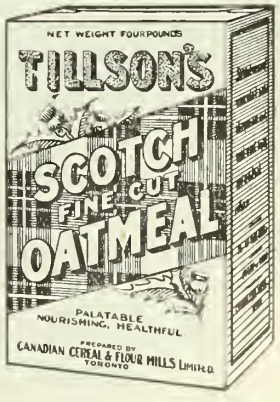
are receiving a big demand.
Write us direct if you can not get supplied through your jobber.

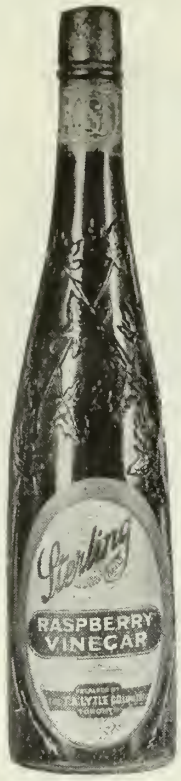
DO YOUR SHARE.
Help keep Canadian labor employed.



CANADIAN PRODUCTS
MADE IN CANADA
BY CANADIANS.

Canadian Cereal & Flour Mills, Limited
TORONTO, CANADA





Just takes your Trade by Storm

Sterling BRAND

Raspberry Vinegar

Full of the tang that makes good sales and the flavor that fills your tills.

Once they have tried it, the memory creates a desire that is only satisfied with a re-order.

And the best of it is they cannot over-drink themselves, for Sterling Raspberry Vinegar is *wholesome* as well as refreshing.

Big margin for the dealer.

Ask us to ship you a few cases now.

T. A. Lytle & Co., Limited

Sterling Rd., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, welght 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, welght 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, welght 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

	Bbl. lots	
	Less than 10 case lots	or 10 cases and over
Size	Per doz.	Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada hy The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same prlce, one size or assorted.

UN-NUMBERED.

100 hooks and over, each 0 03½
500 books to 1,000 hooks 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscult Flour (Self-rislng) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rlsing), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs	4 50
King's Food, 2 doz to case, weight 95 lbs	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	.0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lh. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lh.	0 21
Soluble hulk, No. 2, lb.	0 19
London Pearl, per lh.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in hox, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lh. hoxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lh. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. hoxes	0 26
Diamond, ¼'s, 6 and 12-lh. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, In ½-lh. packages, 2 and 4 doz. In hox, per doz.	1 00

Chocolate Confectlons	Per lb.
Maple huds, 5-lh. hoxes	0 38
Milk medalllons, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lh. hoxes	0 27

How Many of Your Customers will Want to Know—

what really delightful jam the choicest of fruits and infinite care can produce?



Furnivall's FINE FRUIT PURE JAM



Made from the pick of Niagara fruits, just a few hours after they clung to the bushes or trees. Only a jam as choice as Furnivall's could win the broad popularity Furnivall's enjoys—and hold it.

Get the steady stream of good sales there is waiting for you in Furnivall's. Ask your jobber to supply you Furnivall's without delay.

Furnivall-New, Limited, Hamilton, Ont.

Agents—Halifax, N.S., B. C. Woodworth, 533 Robie St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ontario Agents—MacLaren Imperial Cheese Co., Limited, Toronto; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Central Brokerage Co.; Calgary, Jackson's, Ltd.; Hamilton, Ont., Grocers' Specialty Co.; Sydney, N.S., A. E. Shepherd.



The CANADIAN Open.

The "Canadian" Cheese Cutter Increases Your Profits

Accuracy—Economy

Guesswork is a thing of the past. The "Canadian" not only cuts by money value, 5c, 10c, 15c, 20c, etc., but will cut a ¼, ½ or one-pound slice. It is

The Only Computing Cheese Cutter

that will do this with the use of but one operating lever.

This is only *one* of the "Canadian's" many advantages. Let us tell you about the others.

Write us to-day—NOW.

The Computing Cheese Cutter Co., WINDSOR, ONT.

Get the Advantage of This Improvement Now



Write us to-day for first order of CANE Wash Boards with ALUMINUM instead of zinc face.

Here is an uuusual opportunity for you to take advantage of war conditions, which have so greatly increased the cost of zinc as to make it almost prohibitive for wash boards.

The opportunity puts into your hand a much better board at the SAME COST AS FORMERLY—any of the Standard CANE Wash Boards with ALUMINUM instead of zinc face.

Such an improvement gives you the strong advantage of a better, more durable, more serviceable wash board, attractive in appearance and easily kept clean.

Surely this CANE Aluminum Wash Board will appeal strongly to your trade, especially when there is no advance in cost over former styles.

Other grocers are enthusiastically taking up this improvement, possibly many in your own locality. Why miss the best of the trade this improvement is sure to create? Write for your supply of CANE ALUMINUM Wash Boards to-day.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

Dead Capital

How much interest are you getting on the money you have tied up in bad and slow accounts?

Money tied up

and earning you nothing, and losing for you splendid opportunities which would greatly increase your net profits during the year if you had the capital free to take advantage of them.

The "Barr" Register System

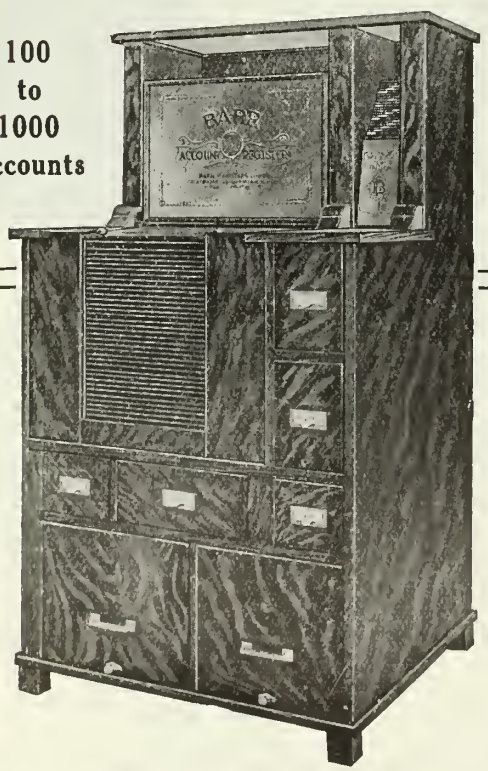
of account keeping will keep your money free and lessens loss from "bad pays." It will lighten your bookkeeping labors and worries, give you more time and capital to develop your business, stop all errors and make and keep your customers friendly to your store.

It's the automatic non - offensive collector of accounts.

ASK US FOR PARTICULARS. WE CAN PROVE OUR CLAIMS.

Barr Registers, Limited
TRENTON, ONT.

100 to 1000 Accounts



Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.	
1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s, B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Beau or Gr.	0 32
T Beau or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs.	$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each $1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each $3	25 00
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 75
Gallons, each, retail each $20	17 15

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Hothouse Tomatoes

Are now very fine and cheap
Packed 15-lb. Baskets. Try them

MISSISSIPPI TOMATOES
4-Basket Crates. Now Arriving

CANADIAN STRAWBERRIES
Every Day

Cucumbers Cabbage Pineapples

"Royal Crest" Valencia Oranges

California and Verdelli Lemons

Everything the Pick of the World's Markets

WHITE & CO., Limited
Branch at Hamilton TORONTO
Wholesale Fruit and Fish



Folks' fancies may change with other kinds of goods, but not so with Wonderful Soap. Once a sale, always a sale. Housewives who used Wonderful Soap years ago are still using and recommending it to-day. For steady, regular sales, push Wonderful Soap.

Guelph Soap Co.
Guelph, Ont.

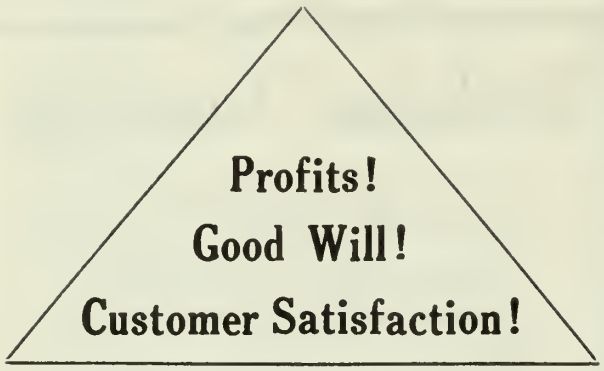
In buying KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES



It doesn't matter to the consumer whether *you* are to blame or not. When you sell an article that doesn't give entire satisfaction she doesn't consider the manufacturer.

You are the only person she is dealing with—and you must stand the consequences.

Unfortunately in the majority of cases you do not even have the opportunity of offering an explanation—Valuable customers simply begin to trade elsewhere and **you lose money!**

Doesn't it pay to handle only the best—the highest quality that is possible to produce? It may cost more—but isn't it worth it?

When it comes to Baking Powders—make it White Swan—not because we say it is "the best," but because it gets the supreme verdict—the consumer's approval.

White Swan Baking Powder is a mighty good powder—has proven so for 18 years—and gives you a good profit—a sure profit.

It is "Good Business" to recommend White Swan Products.

White Swan Spices and Cereals, Ltd.
TORONTO, ONTARIO

Sliced Smoked Beef, glass, ¼s, $1.25; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles., cs.	$9 00

IMPORTED GINGER ALE AND SODA.

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz. splits, doz.	0 90
Club Soda, Trayders, cs. 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs. 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch. 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10⅝
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F.O.B. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
m, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Cannister	4 oz. Round Pkgs
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	...	...
Cayenne	0.90	0.90
Celery Salt	...	...
Celery Pepper	...	...
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	...	...
Cloves	0.90	0.90
Curry Powder	...	...
Mace	...	...
Nutmegs	0.90	...
" Whole, 5c. Pkgs, 45c.	...	...
Paprika	0.90	...
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	...	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

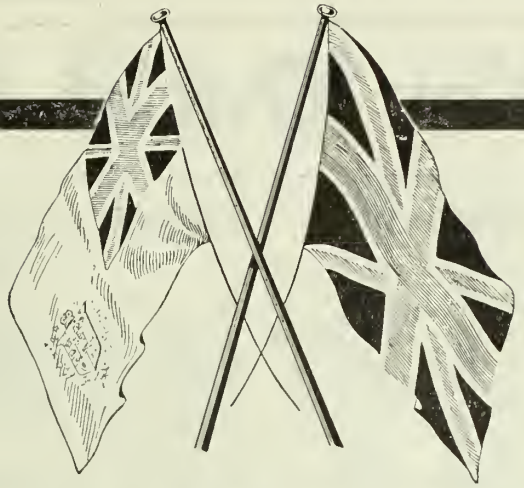
Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents.
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
40 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch (120-lb. boxes ¼c higher.)	.06½
Casco Potato Flour, 20-lb. boxes, per lb.	10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches— Canada Laundry— Boxes about 40 lbs.	06
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss— 1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08



WAGSTAFFE'S

1915 Season

Pure Strawberry Jam

Prepared in Copper Kettles



Boiled in Silver Pans

Packed in Gold-Lined Tins and Glasses

Nothing too good for our Soldiers

One and a half million pounds ordered and half delivered for the Imperial Army and Royal Navy

We have a staff of over 700 work people working night and day, turning out 400,000 one pound tins per week for the Army and Navy, besides keeping up with our regular trade.

Wagstaffe Limited

Hamilton, Ontario

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - $2.00
Special Western Edition - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

Confidence

in your goods inspires your customers with confidence in you. That means good-will and success.

REDPATH SUGAR

has won the confidence of Canadians by Sixty Years of consistent, unquestioned leadership. It is one of those standard "best sellers" that paves the way to repeat orders and permanently increased business.

A full range of Original Packages—2 and 5 lb. Sealed Cartons—10, 20, 50 and 100 lb. Bags.

CANADA SUGAR REFINING COMPANY, Limited
MONTREAL

The Erie Co-Operative Co.
Limited
of Leamington

control the output of the largest and best growers of hothouse and field vegetables and fruits:—

CUCUMBERS
TOMATOES
MELONS
PEACHES
CABBAGE
POTATOES
STRAWBERRIES
GREEN PEAS
CAULIFLOWER
EGG PLANT
PEPPERS
ONIONS, ETC.

and sell direct to the trade, from small lots to car lots. Fresh goods at right prices. **Write us.** Special quantity quotations on Canadian Cabbage will be made at present.

Daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through —NOW.

Lemon Bros.
Owen Sound, Ont.

For Your Particular Customers Buy

"Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland.
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager



TANGLEFOOT



The Non-Poisonous Fly Destroyer

Destroys Billions of Flies every year—vastly more than all other means combined. Absolutely Sanitary.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE — SAUCE MANUFACTURING business, including plant, formulae, etc. Box No. 100, Canadian Grocer, Toronto.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

WANTED

SMALL CASH REGISTER FOR CANDY counter; must be in first-class shape in every particular. Give style, make, and capacity. J. W. Burgess, Ltd., Bala, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 98, Canadian Grocer, Toronto.

WANTED — COMMISSION BROKERS IN grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one Limited. Office and factory, 29 Alice Street, an excellent combination — employees' time card. For small firms we recommend this as register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Toronto.

THEY ARE GOOD OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered Trade-Mark

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package

MADE ONLY BY

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

A SEED DEPARTMENT

will add to your profits

Kelway Langport England

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the **actual** wholesale **growers** for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure LOWEST PRICES.

WRITE TO-DAY

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

FINE FLAVOR

for summer desserts

MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.

Mason & Hickey 287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO. SEATTLE, WASH.



OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS

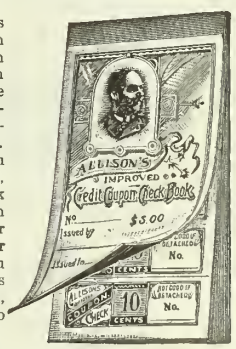
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

ACETAR

—the Modern Vinegar, is of the uniform strength necessary to ensure perfect pickling.

The absence of any fungus growth in Acetar, the Modern Vinegar, means better, cleaner pickles.

Our coupon advertising puts Acetar, the Modern Vinegar, into the hands of the consumer through your store.

Although the initial sales are made for you, the profits are good.

Acetar, the Modern Vinegar, is also sold in bulk at a surprisingly low figure.



STANDARD CHEMICAL, IRON AND LUMBER COMPANY OF CANADA, LIMITED

TORONTO MONTREAL WINNIPEG

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
Anglo-B.C. Packing Co. 9
Anchor Cap & Closure Corp. 10
Armsley & Co., J. K. 3
Assignees Agents 52
Atlantic Sugar Refineries 1

B

Balfour-Smye & Co. 12
Barr Register Co. 44
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Borden Milk Co. 3

C

Canada Sugar Refining Co... 51
Canadian Cereal & Flour Mills Co. 41
Canadian Salt Co. 4
Cane & Co. 43
Chase & Sanborn Co. ..... Inside front cover
Clark, Ltd., W. 7
Classified Condensed Ads. ... 53
Cleave & Son 10
Coles Mfg. Co. 4
Comte & Cie. 53
Connors Bros...Inside back cover
Crescent Mfg. Co. 53

D

Dominion Canners 5
Duncan & Co. 14

E

Eckardt, H. P., & Co. 47
Erie Co-operative Co. 51
Escott & Co., W. H. 16
Eureka Refrigerator Co. 17

F

Fearman, F. W., Co. 48
Freeman Co., W. A. 8
Furnivail-New 43

G

Guelph Soap Co. 45

H

Hamilton Cotton Co. 6
Hargreaves (Canada), Ltd... 9
Heintz Co. 8
Hillock & Co. 6

I

Imperial Tobacco Co.Front cover
Irish Grocer 52

K

Kelway & Sons 53

L

Lambe & Co., W. G. A. 16
Laporte, Martin, Limited ... 55
Leeuw, Henri de 16
Lemon Bros. 51
Lytle & Co. 42

M

MacNab, T. A., & Co. 16
Magor, Son & Co. 18
Malcolm's Condensing Co. ... 52
McAuley, W. J. 16
McCabe, J. J. 51
McVitie & Price 10
Measam, George E. 16
Millman, W. H., Sons 16
Montreal Biscuit Co. 15

N

National Licorice Co. 8
Niagara Fruit Growers 6
Nickel Plate Stove Polish ... 11

O

Oakey & Sons, John 53
Oval Wood Dish Co..Back cover

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd..... 16
Pinkham, J. W. 8

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 4
Ruttan, Alderson & Lound, Ltd. 16

S

Salada 17
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 11
Smith & Proctor 13
Star Egg Carrier & Tray Mfg. Co. 18
Stevens-Hepner Co. 11
Stirling & Young 16
St. Lawrence Sugar Refining 13
Symington & Co. 12

T

Tanglefoot 52
Thum Co., C. W. 52
Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited ..... Inside front cover

U

Upton Co., T. 45

W

Wagstaffe, Limited 19
Warren Bros. & Co. 17
Watson & Truesdale 16
Wellington Mills 53
West India Co. 9
Western Salt Co. 6
White & Co. 45
White, Cottell & Co. 14
White Swan Co. 46
Wiley, Frank H. 16
Woods & Co., Walter 45

Snappy Spices

"VICTORIA" Brand Spices are full of rich flavor and have the greatest pickling power.

They are guaranteed absolutely pure; and to comply with the present Government Pure Food Standard.

"VICTORIA" Pure Spices

In handy combination sifter and pouring top tins, to retail at 10 cts., are *The Spices* for *Your Trade.*

Special Offer until August the 1st:

Price per gross . . $10.80
2 doz. Free 1.80

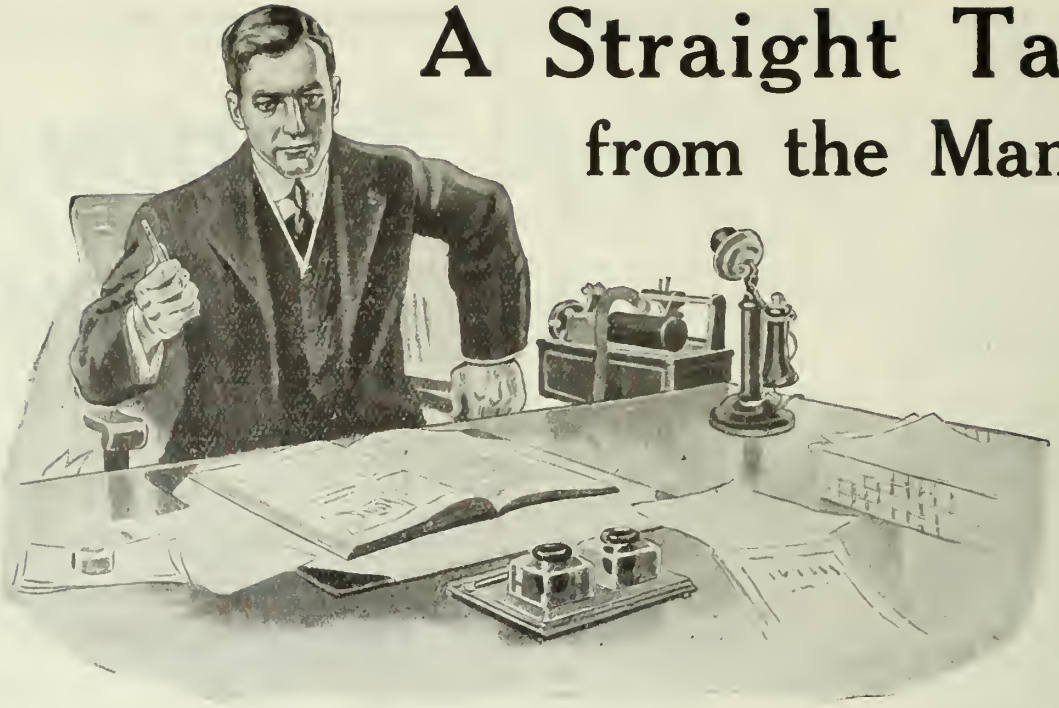
Your cost .75 doz. $ 9.00 gross

Send for a sample and see for yourself.

ROCK-BOTTOM PRICES
COURTEOUS SERVICE
PROMPT DELIVERY

Laporte, Martin, Limitée
584 St. Paul West, Montreal

A Straight Talk from the Manager



If it concerns the grocery trade ask us

"Please tell us the name of the manufacturer of ———. We have forgotten the name of the firm and have not seen any of their advertisements recently."

THIS is a paragraph from a letter received from a large retailer in Ontario.

¶ There is a tendency on the part of some manufacturers of imagining that the trade know all about them and that advertising is unnecessary.

¶ This is a very dangerous attitude for any house to assume. The average retailer has too much on his mind to be expected to remember a house or the particular merits of a proposition not kept constantly before him.

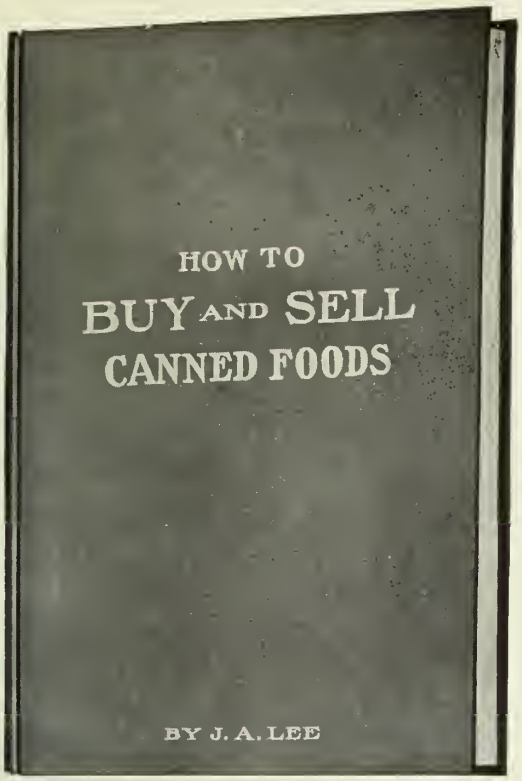
¶ Keep your goods and your service in the limelight through Canadian Grocer—the paper the live retailers find necessary.

¶ We employ advertising experts to plan and write your advertisements. The head of the Ad-Service Department has had several years' practical experience with a large retail establishment. This service is gratis and is included in all regular advertising orders.

¶ The most natural, economical and effective way of reaching the real buyers in the worth-while stores is the representative trade paper in any particular field. Ask the man who uses it.

Write to-day for rates and further information.

THE MANAGER.



A Practical Text-Book of the Canning Trade

It was written by a practical man for practical men and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated. Price $2.15 per copy, postage paid.

The MacLean Publishing Co., Limited
Book Department
143-153 University Ave. TORONTO



Make Sea Foods a Bigger Business Producer

The amount of business you do depends entirely on the quality of the goods you are handling. Inferior lines will never give you a big turnover or produce satisfied customers.

Stock only quality goods, which will boost your canned sea food business and attract the best class of trade to your store.

You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

"Brunswick Brand" is a big factor in creating year-round sales.

Connors Bros., Limited
Black's Harbor, N.B.





Riteshape dishes are now in the hands of the best jobbers in all parts of Canada.

Riteshape dishes are now in use by the best retailers everywhere in Canada.

Riteshape dishes are carrying butter, meats, fish, lard, bulk foods of all kinds to thousands of Canadian homes.

Are you using this greatest dish? It adds distinction to every package you put out. Its use costs you per package so little that you can't figure it.

Ask your jobber or

The Oval Wood Dish Company

DELTA, OHIO, U.S.A.

(Made from genuine sugar maple)



FEATURING STORE EQUIPMENT

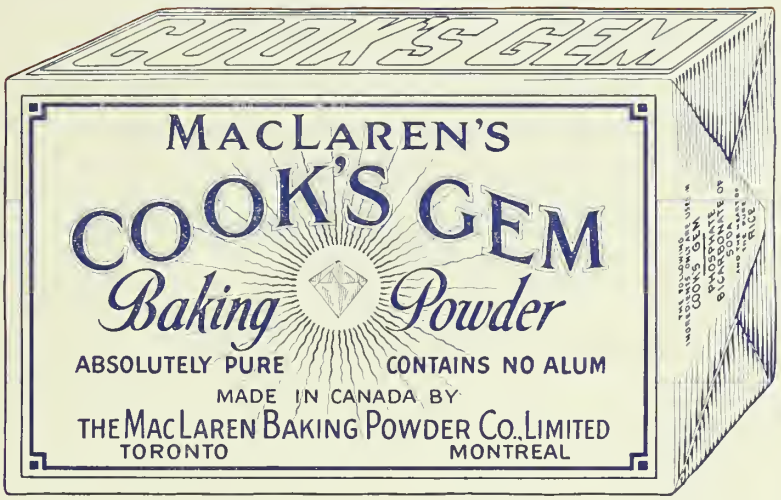
CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JULY 16, 1915 No. 29

LET US BOOST



Height of Purity, Strength and Cleanliness

Write us to-day for prices and discounts

Manufactured by

THE MACLAREN BAKING POWDER CO.
LIMITED

41-45 Lombard St. TORONTO



SHINES WHEREVER THE SUN DOES

HEAD OFFICE - - LONDON, ENGLAND

BRANCHES AT

Williamstown
AUSTRALIA

Christchurch
NEW ZEALAND

Cape Town
SOUTH AFRICA

AGENCIES IN CANADA

British Columbia	Nova Scotia	New Brunswick	Quebec
J. Leckie Co.	Arthur Fordham & Co.	C. A. Munro	R. E. Boyd & Co.
VANCOUVER	HALIFAX	ST. JOHN	MONTREAL

The "NUGGET" Polish Company, Limited

9, 11 and 13 Davenport Road

TORONTO ONTARIO

Lantic Sugar



for Preserving

Give your customers the "Quality Sugar," made in the most up-to-date refinery in the world.

Your Wholesaler Will Supply You.



The choicest fish of the catch



Get them prominently before your customers NOW

THISTLE BRAND

Haddies, Flaked Fish and Kippered Herring

and know what a sound, healthy and profitable demand there really is for quality fish, especially these warm days.

Thistle Brand Fish have meant extensive sales and considerable new custom to grocers during summer. Who'll be the progressive one in your locality?

Speak to your wholesaler to-day.

Arthur P. Tippet & Company

Agents, Montreal, Que.

Turn Slow Summer Months into a Busy Season

You couldn't strike a surer way of getting big summer sales than in featuring the well-known

BORDEN'S MILK PRODUCTS

They'll turn those dead summer days into days of big sales and profits.

Borden's Milk Products fit into the needs of the housewife, the camper, the outing folk, just like a kid glove on a woman's hand. Nothing can take the place of Borden's Milk Products during summer. Why not get your share of the usual summer sales by featuring them attractively in your window very next time you change?

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.



SUN-KIST

REG. U.S. PAT. OFF.

CANNED FRUITS

SUN-KIST Canned Fruits are a quality unto themselves—they are SUN-KIST Quality—a quality distinctly peculiar to SUN-KIST—a quality specially selected for people of critical taste—

Delicious canned fruits—no better grown in California—the pick of a million case pack and fine enough for any table in the land. If you want satisfied customers, connect with the SUN-KIST Kind.

Wholesale distributers in every territory. ASK THEM

ROYAL SALAD DRESSING

For the Picnic
For the Dinner
For the Luncheon

Summer is the special time to mention ROYAL SALAD DRESSING for the above occasions.

Made only by

The Horton-Cato Mfg. Co.

WINDSOR, CAN.



Store interior showing sectional case and counters in one of the many Sanitary, Up-to-date City Groceries in a residence section.

Note the fine display along front of counters of all goods to be had from the tight-fitting, easy-working patent bins in the rear and the clean finished effect of the panel fronts below, where your customer is able to sit or stand without the danger of putting a knee or foot into a display they cannot see when standing or sitting to place an order, and further the bevel front glass display bins in wall case provides a display and convenience only to be had in the Walker Bin System.

Stock sections, including shelving, counters and show cases on hand at all warehouses in West for prompt shipment, also in factory for Ontario and the East. If interested send us a floor plan of your store and we will quote you on sections best adapted to your particular trade.

Walker Bin Fixtures cost a little more than others, but are worth the difference, as every bin panel is 3-ply stock to prevent warping and shrinking according to use made of same, and as a store once equipped is sufficient to last a lifetime without further expense, or if enlarging, may be added to, removed and sold at very nearly its original cost in closing out a business; the original cost is very reasonable, taking into consideration the service obtained.

The Walker Bin & Store Fixture Co., Ltd.

BERLIN, ONTARIO

WESTERN AGENCIES:

Vancouver:—R. J. Borland, Room 611, Northwest Trust Bldg.
Edmonton:—Edmonton Specialties Company, 113 Howard Ave.
Saskatoon:—North West Specialty Company.
Winnipeg:—Watson & Truesdale, 120 Lombard St.

EASTERN AGENCIES:

Ottawa, Ont.:—Geo. Cameron, 414 Gilmour St.
Montreal, Que.:—W. S. Silcock, 33 St. Nicholas St.
St. John, N.B.:—R. R. Rankine, 110 Carmarthen St.

CLARK'S PORK AND BEANS



We do not ask you, Mr. Grocer, to stock and display CLARK'S products SIMPLY BECAUSE they are

MADE IN CANADA

but because they are of the HIGHEST QUALITY, and in our humble opinion THE BEST.

Therefore, all things being equal, we venture to suggest that the "MADE IN CANADA" are the goods for you.



W. CLARK, Limited, Montreal

Clark's

No. 6

"Tells us his Story"

(Canada's 105-year-old Pioneer)

NEVILLE AND THE INDIAN



"It was in the early sixties that Neville, a strapping big lumber-jack, played his little joke on the Indian: 'Give me a chew, John,' says he to the half-civilized redskin. Out comes a plug of 'Nailrod' (a thin, pliable, black plug). Neville rolled it up and took the whole plug for a chew. After recovering his surprise, the Indian, seeing the humorous side of it, as was intended, turned the trick on the lumber-jack by asking in his quiet, simple Indian way: 'Want any more?'

"In those days, lad, Nailrod was considered pretty fine tobacco, but to-day it wouldn't go, especially when your taste is educated to KING GEORGE'S NAVY. "I like King George's Navy because it's got a nice flavor and never gets hard. The heat of your hands softens it up again if it does dry out a bit.

"I get it every week with the grocery order, from the little corner grocery—mighty good chew, lad."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Finest New Season Japan Teas

Now in Store

Large and well-selected stock of Ceylon Pekoe and Orange Pekoe.

Give us an opportunity of submitting samples and quotations before closing your purchases.

KEARNEY BROS., LIMITED

Wholesale Tea and Coffee Merchants

33 St. Peter Street - - MONTREAL

ESTABLISHED 1874

Canada's Choicest Catsup
AYLMER BRAND

That delightful tang and flavor found only in Aylmer Brand will create unusual demand—and hold it.

Canadian tomatoes are unequalled anywhere for richness of flavor. Aylmer Brand Catsup brings to your customers these choicest tomatoes, prepared with the utmost care. Ask your dealer to send you a few cases to-day.

DOMINION CANNERS LIMITED
MADE IN CANADA
HAMILTON

The Evidence of Quality

ROBINSON'S

Of BRISTOL, ENGLAND

TIN FOILS FOR TEA WRAPS
½-lbs. and 1-lbs. (Substitute for Tea Lead)

TEA AND COFFEE BAGS
(Parchment Lined)

VEGETABLE PARCHMENT
AND GREASEPROOFS

WRAPPING PAPERS
(Rolls or Sheets)

PAPER BAGS
OF ALL DESCRIPTIONS

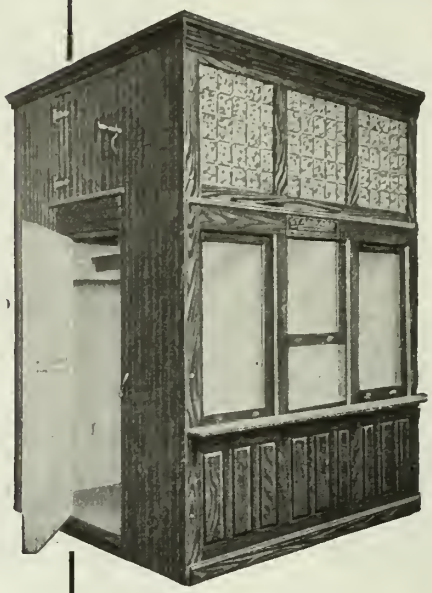
EVERYTHING IN PAPER
AND PRINTING

All inquiries to

J. W. PINKHAM
73 Boustead Ave. Toronto, Canada

Freeman's Improved Standard

Cold Dry Air **Refrigerator**



MADE IN CANADA
for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions

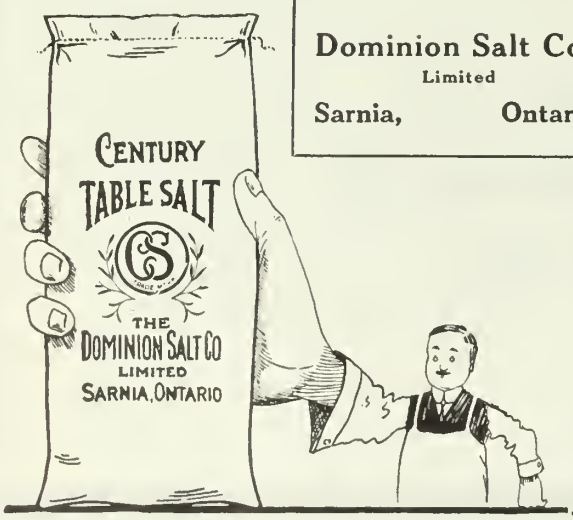
SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton **Ontario**

There's money in the right salt

Hundreds of dealers have realized that the right salt, the salt that gives the best satisfaction, is CENTURY. Every crystal is pure. It is the best for table or dairy, and the most profitable for the dealer to handle. Those that know push CENTURY SALT. Put up in small, white cotton bags and 100-lb. sacks.

Dominion Salt Co.,
Limited
Sarnia, Ontario.



USE CONDY'S FLUID—

THE POWERFUL YET HARMLESS DISINFECTANT, AROUND YOUR STORE, THEN YOU CAN RECOMMEND IT FROM ACTUAL EXPERIENCE.

Condy's Fluid has for over a century been the recognized safe household disinfectant in European homes.

Children and grown-ups are safeguarded by its use. It contains no Permanganate of Potash. It is non-poisonous.

Stock up now.

Condy & Mitchell, Limited, London, Eng.

Sole Agents for Canada:
Harold F. Ritchie & Co., Limited, 10-12-14 McCaul St., Toronto

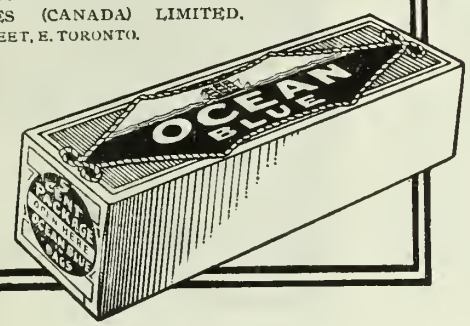
OCEAN BLUE

is used in the ordinary way but it gives extra-ordinary results. It whitens and brightens, Linens, Curtains and Laces perfectly, because it is made to.

In solving the problem of how to get new business, then to keep it, put your faith in OCEAN BLUE and order from your Wholesaler.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents: For Man., Sask. & Alta., Nicholson & Bain Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.

Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

Continental Grocery Bags

Let the fame of the name be your guide in buying.
REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—
As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada

We want live agents or jobbers in every locality of Canada to sell

ARCTIC REFRIGERATORS

"Not an Expense—an A-1 Investment"

THIS IS THE VERDICT OF HUNDREDS OF USERS OF

ARCTIC REFRIGERATORS and DISPLAY CASES

Don't buy a refrigerator as a store fixture, but rather buy it as an investment, as a means of increasing your profits and bringing more business. Install the proven gilt-edge-investment kind—the Arctic, and you can figure on it paying for itself and netting you a good round profit the first year.

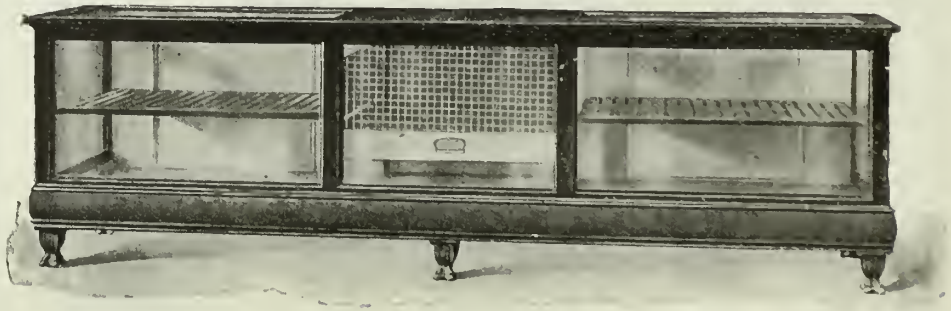




Figure this up for yourself. **1st.**—It preserves your perishable goods and prevents loss from spoilage. **2nd.**—It keeps your stock bright, fresh and inviting, which means more sales. **3rd.**—It ensures your customers getting their goods in a shape that eliminates dissatisfaction, which is a guarantee of steady patronage. **4th.**—It displays your goods in their fresh, inviting condition, and if you reinforce your refrigerator with an

Arctic Silent Salesman or Refrigerator Display Case

You have an asset that is of inestimable value to you—a big money-maker. It proves the time-worn slogan that **"Goods well displayed are half sold,"** for it sells your perishable goods quickly without loss from exposure to heat and dust.



The Arctic is not an expense, but a big paying investment. Write for catalog and prices.

JOHN HILLOCK & COMPANY, Limited

TORONTO

PURE GOLD

Whole Mixed Pickling Spice



The season's on—your spice harvest is on the verge of being gathered, Mr. Grocer—are you ready?

Despite the fact that raw spices have advanced in price and the Government has added a war tax, we have maintained our usual high standard of quality in all Pure Gold Spices, including:

Whole Bright Chillies
Sifted Chillies
Old English Mixed

"High quality—goods as usual" is our policy and we're living up to it to the last letter.

Place your order now for Pure Gold Spices and give your customers a service which will reflect in future business.

PURE GOLD MFG. CO.
LIMITED
TORONTO

E D S

"and—

how about something to drink, something that will touch the right spot when you are tired and thirsty — a real thirst quencher?"

This is one of your best arguments, Mr. Grocer, when introducing

E.D.S. Grape Juice



and when you use it, link it up with the reason why—the delicious, wholesome flavor, the absolutely pure juice of the finest flavored Concord grapes in the world (Winona Grapes).

Show E. D. S. Grape Juice in your window and counter displays, introduce it over the counter, remind your telephone customers about it, and link up with the widespread publicity of E. D. S. products.

A reminder will sell E. D. S. Grape Juice, for the name means quality through and through.

Stock up for the hot days.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

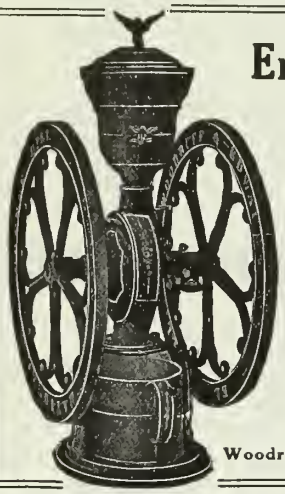
TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



Enjoy Clear Profit

on your Coffee by using an ELGIN NATIONAL Mill—first cost is the only cost and that is but a trifle. There are no current or repair bills to eat up your profit.

ELGIN NATIONALS are popular because of the simplicity and strength of their construction, beauty of finish, fast grinding and easy running qualities.

The LOW PRICE will surprise you—ask your jobber.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer

143 University Avenue, Toronto



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Preserving Season

Again we would point out the importance of giving your customers the best sugar with which to put down their preserves. It will be too late to discuss the matter at the end of the season if the preserves have been spoiled with inferior sugar. St. Lawrence Granulated is 100 Per Cent. Pure Cane Sugar. Give your customers the best that's going.



Where Quality is Essential and Economy an Advantage

BEE BRAND JELLY POWDERS

win the sale every time. The wonderful thing about Bee Brand Powders is not so much their high quality as how you can offer such quality at so moderate a price. There IS a place in your trade for Bee Brand. Get your wholesaler to supply you NOW. All flavors.

FORBES & NADEAU, Montreal, Que.

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin

FRUIT BULLETIN

Every housewife can put down a good supply of Cuthbert Raspberries. The very best all Niagara Peninsula grown Black Currants are also now at their best for canning. Montmorency cherries coming fast. Have your grocer order at once.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

The Barr Register
has been examined by many
experts in this class of device,
both here and in the "States"
and pronounced by them,
not only the best, but the only
substantial improvement
made in account-keeping
devices during the last decade.

Barr Registers, Limited
are not an off-shoot of any
foreign corporation; the Barr
Register was conceived and
born in Canada; is made
by a Canadian Company
with Canadian capital.

Barr Registers, Limited
TRENTON, ONTARIO

Barr Register Way

of keeping the sheriff from your door—of making "good pays" out of "bad ones"

The store without system in its merchandising and **office work** is no better off than the ship without a rudder—it's liable to drift upon a rock and become wrecked—liable to have an official call from the sheriff.

The very first step is to get your customers and the second is to hold them without sacrificing your profits.

To do this you must sell your goods and get your money for them whether you do a cash or credit business.

If you give credit and allow your customers to drag in their payments you not only lose your goods but you lose your customers as well.

Now you come to the

Barr Register System

of keeping your accounts straight. This system is embodied in the Barr Register, which makes it impossible for you to carry on your business blind-folded.

Every charge sale that's made is registered and the record is given the customer with her purchase. She is never in the dark as to the standing of her account and she never has a chance to dispute her bill.

In short, she knows what she owes and she knows that you know too, with the natural result that she tries to keep her account as small as possible.

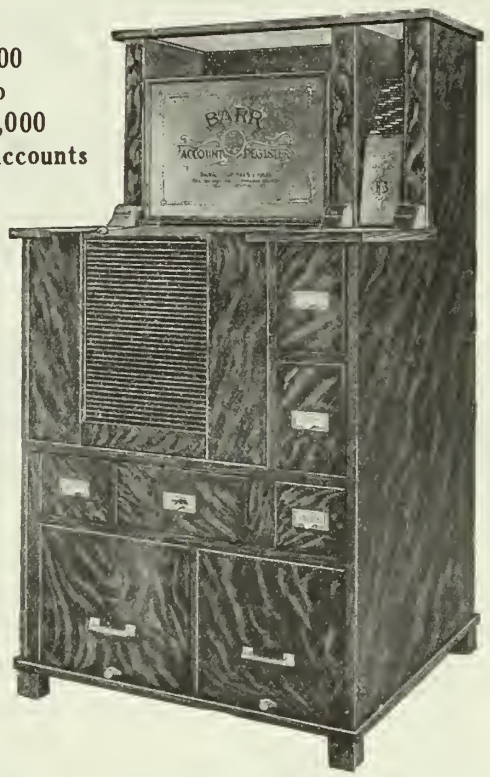
Nothing is harder to pay or collect in this world than a long-standing grocery bill.

The Barr System prevents loss from "bad pays," saves the grocer time, labor and worry by eliminating all bookkeeping with its attendant losses and uncertainties.

Every account is rendered up-to-the-second.

No other system can do for you what the Barr Register can. If you haven't one installed in your store, don't wait for our representatives to call, but write to-day for full particulars.

100 to 1,000 Accounts



The Barr costs nothing because it pays for itself many times over.
It's an investment—not an expense.

Tear out this page, write your firm name and address in the margin and mail to-day.

Barr Registers, Limited

TRENTON, ONTARIO

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND
LIMITED
COMMISSION BROKERS
Representing Canadian and British Houses
Agencies Solicited.
WINNIPEG. - MAN.

When writing advertisers kindly mention having seen the advertisement in this paper

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in feedstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

Turn Casual Purchasers into Steady Customers—

by offering them the best-liked, best-selling Jam in Canada—



Furnivall's FINE FRUIT PURE JAM



Folk who enjoy the goodness of Furnivall's are also quality buyers in other lines. Their trade "pays" you well.

Such folk demand Furnivall's for its better flavors, quite unique; its look of quality, as well as its taste of quality. That's why Furnivall's is the best selling line of Jams in Canada.

Place your order to-day. It will surprise you how popular and quick-moving Furnivall's really is.

Furnivall-New, Limited, Hamilton, Ont.

Agents—Halifax, N.S., B. C. Woodworth, 533 Robie St.; St. John, N.B., W. W. Chase, 79 Paradise Row; Montreal, W. S. Silcock; Ontario Agents—MacLaren Imperial Cheese Co., Limited, Toronto; Winnipeg, H. P. Pennock & Co., Ltd.; Edmonton, Alta., Central Brokerage Co.; Calgary, Jackson's, Ltd.; Hamilton, Ont., Grocers' Specialty Co.; Sydney, N.S., A. E. Shepherd.

PURITY FLOUR

More Bread and Better Bread





FLOUR TESTING LABORATORY

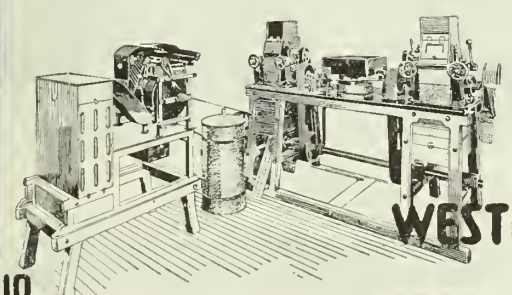
PURITY FLOUR Talk No. 10
To the Proprietor and his Assistants.

WORTH THE DIFFERENCE

PURITY FLOUR sells for a higher price than any other Canadian flour. What's the reason? The housewife KNOWS PURITY is worth it.

Whеn the consumer is willing to pay more per barrel for PURITY FLOUR in such a highly competitive field, she is doing so because PURITY is a BETTER product.

EXPERIMENTAL MILL



PURITY FLOUR stock moves quickly, and it does not "come back." A flour that is widely known, widely advertised and eminently satisfactory to the housewife, brings dollars to the retailer. Why not sell PURITY, the guaranteed flour?

Main Offices: Winnipeg, Toronto, Victoria

WESTERN CANADA FLOUR MILLS CO., LTD.

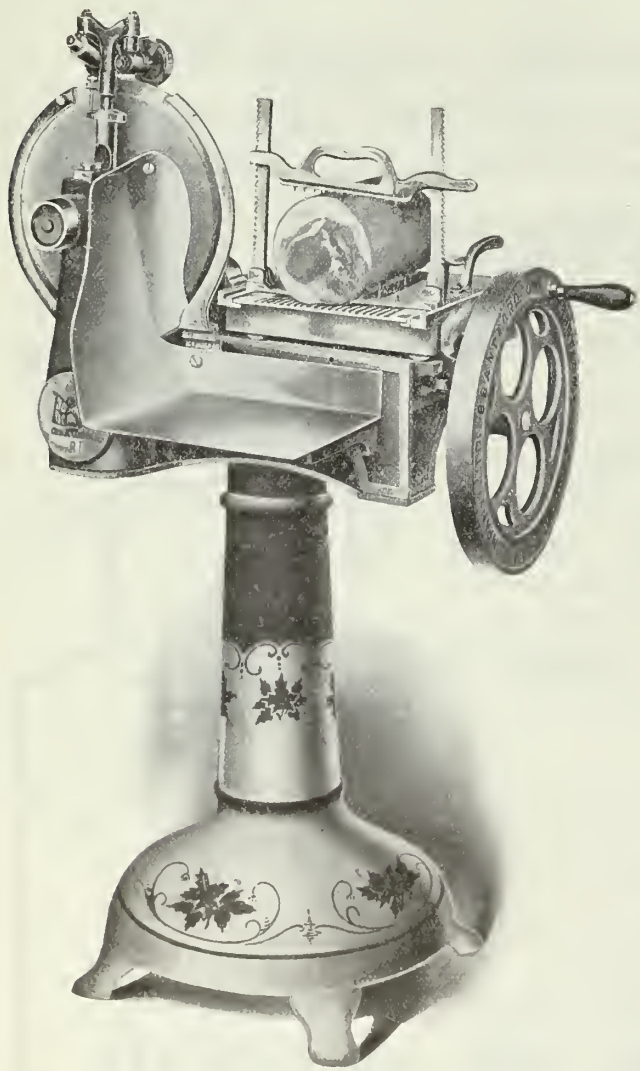
MILLERS TO THE PEOPLE

10

Let us prove to you that this is the best meat slicer in the trade.

WRITE FOR
ILLUSTRATED
CATALOGUE IN COLOR





The Brantford Meat Slicer

IS A MONEY-MAKING, TRADE-PULLING INVESTMENT

—not an item of expense, not a filling-up fixture, but a machine that pays for itself every few months in increased sales, the result of giving your customers their cured and cooked meats uniformly sliced and unhandled by soiled hands.

With the "Brantford" there is nothing to get out of order; it's easy to keep clean; fitted with many new and improved features; has ball bearing; crucible steel gears; automatic sharpening device; quick interchangeable trays; new patent feed and our patent clutch which holds the meat to the last slice.

You need a "Brantford" Meat Slicer right now for the summer cooked meat trade—Inquire.

Brantford Computing Scale Company, Limited

BRANTFORD, CAN.

Have you ever figured how much you lose every year by giving "up-beam" weight?

Your honesty is not honest to yourself. Every time the beam of your scale slows up and you charge for the amount indicated on the beam you are cheating yourself—losing cents or fractions of cents which amount to hundreds of dollars every year.

Why not give your customers their exact weight and at the same time get paid for every ounce you sell? Your business demands it. No grocery business can afford to have it otherwise.

The BRANTFORD SCALES

discourage careless "up-beam" weighing; in fact, there's no "up-beam"—the weight and price is there in plain figures.

The Brantford Scales have agate bearings, no springs, are beautifully enamelled and nickelled, guaranteed for ten years. It's a money saver.

Sold on easy payments.

The only Computing Scale Made in Canada.

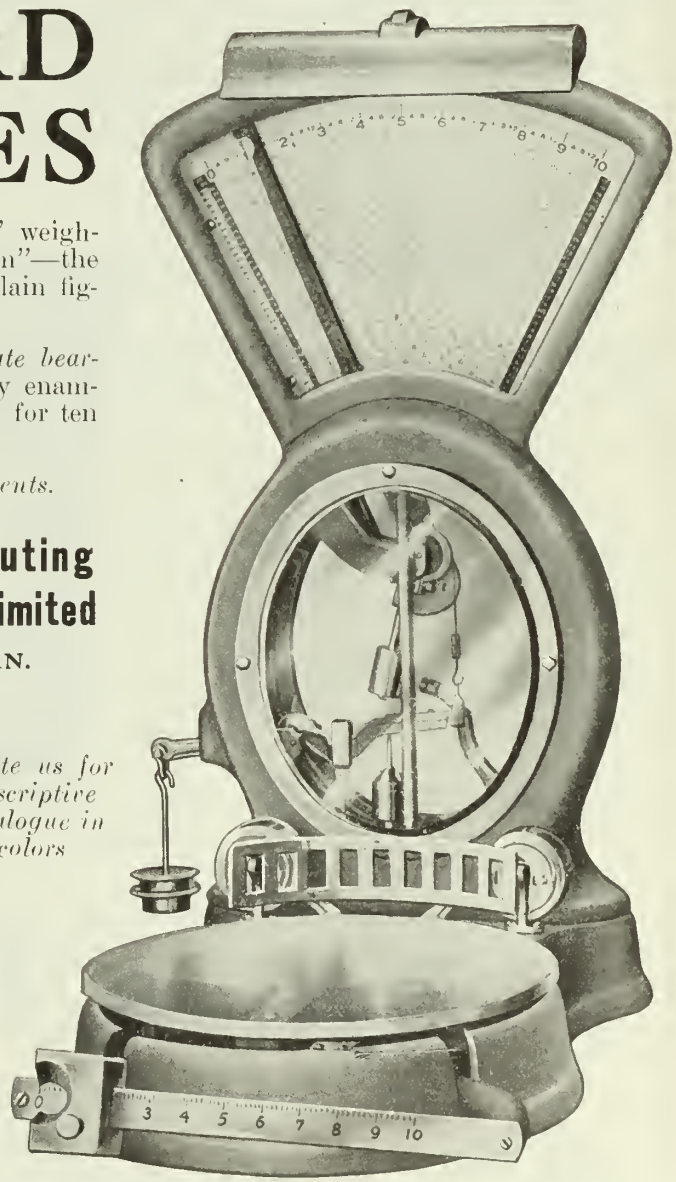
Brantford Computing Scale Company, Limited

BRANTFORD, CAN.

Write us for descriptive catalogue in colors



CAPACITY 2 LBS.



CAPACITY 40 LBS.

BANNER BRAND

Jams, Jellies, and Marmalades

Pure Fruit and Cane Sugar—That's all.

"BANNER" Brand Pure Fruit Jams are Wholesome, Delicious, and always give the best of Satisfaction; Therefore—Satisfy your Customers and Increase your Sales.



Put up in 2, 4, 5 and 7-lb. gold-lacquered pails; also special Anchor Cap Tumbler, 12-oz. Glass Jars, and 30-lb. Wooden Pails. Get in touch with your Wholesaler, and replenish your stock to-day.

LINDNERS LIMITED

306 Ross Ave.
WINNIPEG

Representatives:

H. Whissel, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

340 Dufferin St.
TORONTO

Implicit Confidence

Our fair dealing, honest values, and efficient service, have built up such a reputation that when you place your orders with us, for

BULK TEAS

you can rely on obtaining *each* and *every* time, the greatest possible value, both from a money-saving standpoint and satisfied customers. You get the benefit of our many years' experience in every order.

See our samples and prices of this season's Japan Teas before placing your Fall order—enough said.

MINTO BROS. Limited, TORONTO

Silver Gloss

is the home Starch for all kinds of home laundry work. HOW'S YOUR STOCK?

More Blouses, Skirts and Lingerie are starched with "SILVER GLOSS"—

More Table Linen is starched with "SILVER GLOSS"—

More Sheets and Pillow Cases are starched with "SILVER GLOSS"—

than with any other Starch in Canada.

Laundry Starch

The Canada Starch Co., Limited

Manufacturers of the famous Edwardsburg Brands.

Montreal, Cardinal, Brantford, Fort William



—just another form of our desire-creating publicity that helps the grocer link up with the mid-summer demand for Kellogg's Toasted Corn Flakes



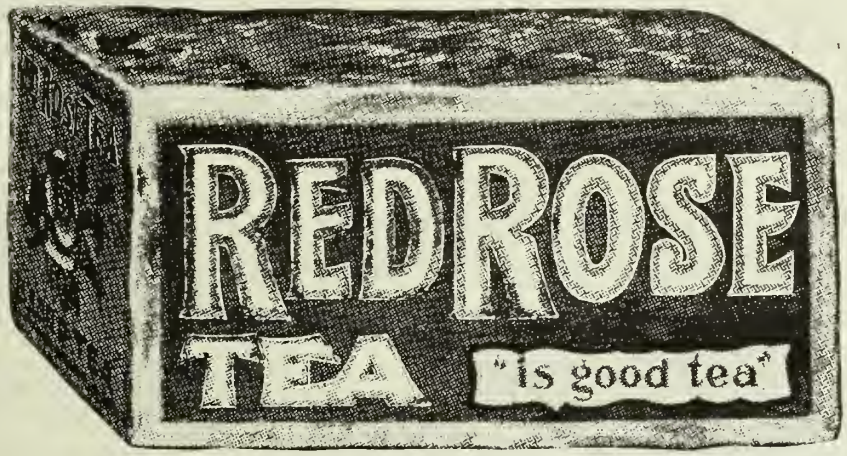
—the tempting, crisp, digestible, ready-cooked cereal made in Canada from the first quality white corn, prepared and processed in the big London plant which is equipped with the most modern machinery for the handling of the corn from the time it enters the plant until it leaves, packed in attractive, sanitary packages, ready for your customer's table and untouched by human hands.

This attractive float is only one form of our aggressive advertising. Every opportunity that presents itself is taken advantage of to help the grocer sell more Kellogg's Toasted Corn Flakes.

Write for attractive display matter for windows or shelving. Boost the quality — Made-in-Canada Cereal — Kellogg's Toasted Corn Flakes.

BATTLE CREEK TOASTED CORN FLAKE CO., LIMITED

LONDON, CANADA



Why do Grocers like to Sell Red Rose Tea?

Because it never disappoints a customer. Its rich Indian flavor and strength makes friends and holds them. It helps you get a larger share of the tea trade.

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped Factories Well Located to Serve the Canadian Trade.

AMERICAN CAN COMPANY

MONTREAL ∴ HAMILTON

Think It Over, Mr. Retailer!

You would condemn the customer who sent his money to a Mail Order House in a distant city, as lacking in loyalty to local institutions.

DO YOU PRACTISE WHAT YOU PREACH?

When buying Coffees, Spices, Baking Powder, Extracts, Jelly Powder, Teas, Salad Dressing, etc., do you patronize the Western Manufacturer, or send your money East?

Gold Standard **FOOD PRODUCTS** Coffees, Spices, Extracts, Baking Powder, Jelly Powder, Icings, Teas, Salad Dressing, etc.

fulfill your every requirement, and every enactment of Dominion Government Food Laws.

A Postal will bring prices and samples.

THE CODVILLE COMPANY, LIMITED

WINNIPEG BRANDON MOOSE JAW SASKATOON

A Computing Scale for your Counter, of course, BUT— A PLATFORM SCALE in the Warehouse is an absolute necessity in all well-equipped grocery stores

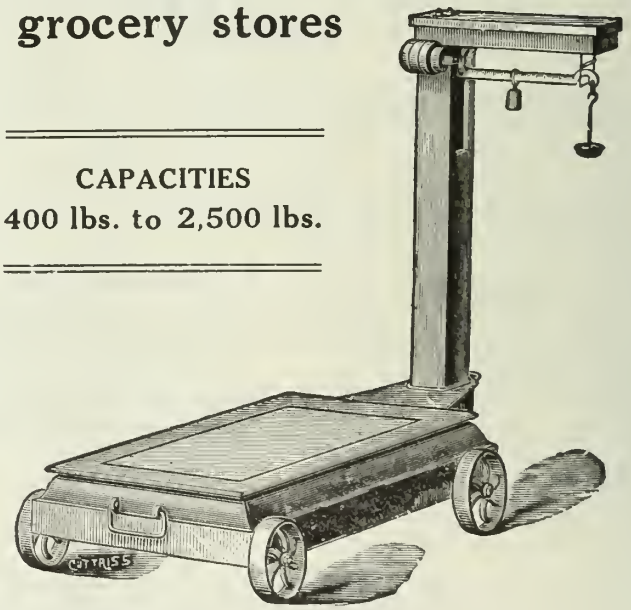
¶ For weighing up heavy orders,

¶ For checking weights of shipments inwards and outwards,

¶ For weighing goods put up in Barrels,

¶ For weighing many kinds of goods that are unfit to weigh on a computing scale, without risk of injuring, etc., etc.

CAPACITIES
400 lbs. to 2,500 lbs.



We manufacture
Imperial Standard Scales and Champion Scales, of all descriptions and for all purposes.

Durability and Accuracy Fully Guaranteed.

For Prices and Details, Write Nearest Branch.

THE BURROW, STEWART & MILNE CO., LIMITED

HAMILTON — Cannon St.
TORONTO — 48 and 50 Lombard St.
MONTREAL — 36 and 38 St. Dizier St.
WINNIPEG — 130 James Ave.

Are you getting your full share of the tea-trade in your district?

The war hasn't "scotched" the peddler.

He is still out among **your** customers and Tea is a favorite seller with him.

The only sure way to safeguard your tea-trade is to sell your customers "SALADA" (if you wish we will sample a selected list of prospective users for you).

Once a "SALADA" user always a "SALADA" buyer, and the peddler can never compete with its flavor and never, with our consent, can he sell "SALADA."

Make a decisive move to eliminate the peddler from your district and get increased business by **going after it.** Here's a splendid opportunity to more than offset war-time depression by securing the trade that is rightly yours.

"SALADA"

MONTREAL **TORONTO** **LONDON, ENG**

More Than Ever in a Class by Itself

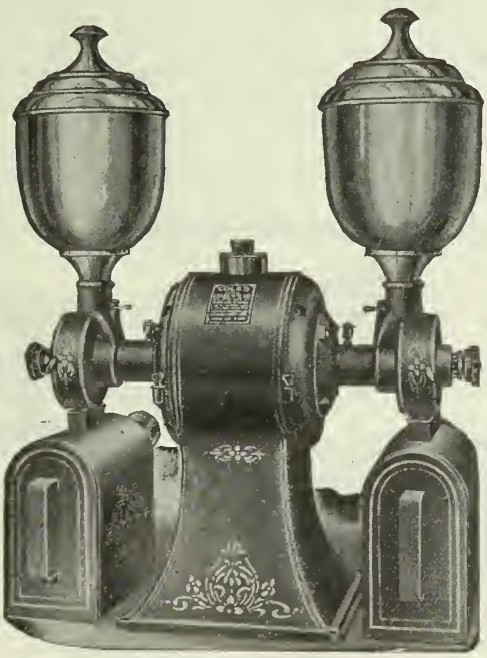
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

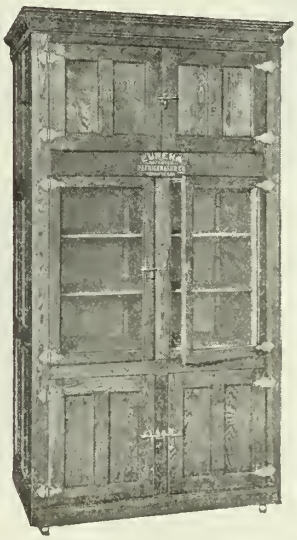
Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Get the Eureka Catalogue To-day



Why wait till summer's heat takes its daily toll of spoiled or tainted goods? Why wait till that ice-box or make-shift refrigerator has eaten a whole in your profits large enough to buy you a really dependable one? Write to-day for the Eureka Catalogue, and select the one best suited to your needs. You can do so with the assurance that for thirty years the majority of grocers and butchers have proven the Eureka the best paying, best profit-yielding investment they have ever taken up. But—be sure to get that letter off to-day.

WRITE NOW.

Eureka Refrigerator Company
31 Brock Ave. **Limited** **TORONTO**

This hot weather

is hard on children, mothers and invalids, so why not show and suggest the use of

Robinson's "Patent" Barley

Nothing equals it under the sun as a hot weather food.

For many years mothers have fed it to their children and grocers have sold it—the demand has increased yearly until now it has a universal demand.

Show it on your counter to-day and draw the attention of mothers to it. More mothers should learn about Robinson's "Patent" Barley. Mention it to them.

Agents for the Dominion of Canada

Magor, Son *and* Company, Limited

403 St. Paul Street, MONTREAL — 30 Church Street, TORONTO



Filled in 9 Seconds—No Miscounts
—Your Ad is on Each Tray

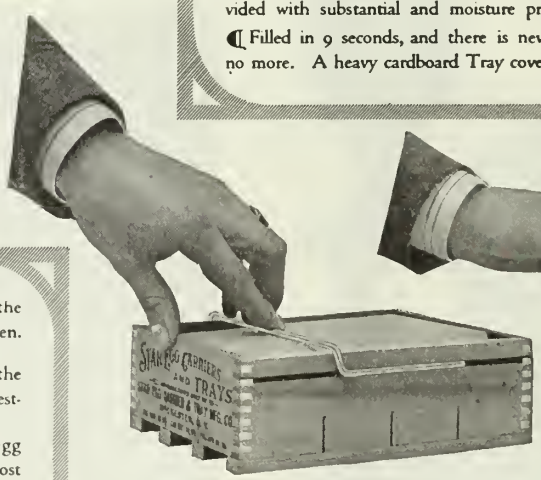
One Broken Egg Means the Profit Is Lost on a Dozen.

¶ And that isn't the worst feature—for too often it means the loss of a customer.

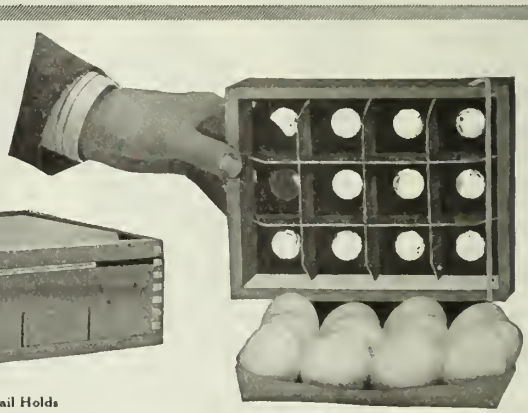
¶ There is one correct and profitable method of Egg Handling and that is—without breakage—through the use of **The STAR System for Safe Egg Handling.**

¶ The Carrier illustrated is the unit of the System—a well built wooden case provided with substantial and moisture proof divisions.

¶ Filled in 9 seconds, and there is never a miscount, Twelve eggs to every dozen—no more. A heavy cardboard Tray covers the eggs and the wire bail holds it in place.



The Wire Bail Holds the Tray



Emptied Instantly and No Broken Eggs

¶ To empty, simply invert the Carrier, slide the wire bail—the eggs are on the Tray—and unbroken.

¶ One other thought, your Ad on the inside of the Tray will prove one of the most profitable investments you ever made.

¶ Eliminates egg breakage and lost profits. Write today for booklet describing fully the STAR System.

THE STAR SYSTEM
4 Doz. Star Egg Carriers
5 M Star Egg Trays—printed
1 package Divisions
FOR EACH WAGON

STAR EGG CARRIER & TRAY MFG. CO.

1500 JAY STREET
ROCHESTER, N.Y.

CANADIAN GROCER

VOL. XXIX TORONTO, JULY 16, 1915 No. 29

The New Machinery for War Orders

How the Placing of Orders From the Imperial Government is Now Being Handled in Canada—The Basis on Which Orders Can be Obtained.

SECURING war orders is a dominant thought in the minds of the Canadian manufacturer to-day. The new arrangement made by the British War Office for the purchase of supplies in Canada is, therefore, a matter of such importance that every manufacturer should understand thoroughly the basis on which the Imperial business is to be conducted from now on. With a view to securing this information "Canadian Grocer" has spent some time investigating the new system thoroughly.

At the outset it can be taken for granted that the decision of the British War Office, to make purchases of war supplies in Canada, through the Canadian Pacific Railway, taken in conjunction with the special visit of Sir Thomas Shaugnessy to England, presumably at the request of the British Government, is an indication that the Imperial authorities are anxious to develop the facilities for war material in Canada. The appointment of Sir Thomas Shaughnessy to an office, the powers of which are indefinite, but which may be as broad as those of J. P. Morgan in the United States, and the sending out of D. A. Thomas the Welsh coal magnate as special representative of the British Department of Munitions, are evidences of the fact that the British official eye has been opened as to Canada's capacity for production. Broadly, Canada is to supply a larger share of the war supplies needed by the British Government.

What must the Canadian manufacturer do to secure a portion of this increased business? It was to find the answer to this question that the editor of "Canadian Grocer" conducted a thorough investigation of the new system and the basis on which orders are to be placed in future.

The adoption of the system by which war purchases are made in Canada through the Purchasing Department of the Canadian Pacific took place some months ago. The full significance of this move did not become apparent, however, until Sir Thomas Shaughnessy was called to England. On his return, his statements indicated that he had been able to considerably extend the scope of the Purchasing Department. What special powers were granted to Sir Thomas have not been announced, but there is a general belief that they are much broader than has been officially given out. The machinery for placing orders employed by the War Office, prior to the inauguration of the new system was still in existence for the purpose of closing up the business awarded under it.

The New System.

The War Purchasing Office, as now constituted, is the development of a unit of the Purchasing Department employed by the Canadian Pacific Railway; and the internal machinery for the most part will be the same. That the C. P. R. purchasing system is efficient was demonstrated recently when the city of New York decided to model the Civic Purchasing Department on the same lines. The department has been located at 114 Windsor street, Montreal, on the Windsor street level of the Canadian Pacific Railway depot. The chief of the department is E. Fitzgerald, who has been connected with the C. P. R. Purchasing Department for the past 20 odd years. Although assisted by a large and capable staff, the orders will be placed through Mr. Fitzgerald, and all communications should be addressed to him.

TRADE PAPERS CONSULTED.

"The list of manufacturers in connection with the War Purchasing Department is compiled from the Trade Journals of Canada, Buyers' Directories of the directories of Canadian manufacturers, and from special communications when they refer to articles of special manufacture."—E. Fitzgerald, War Order Purchasing Department, C.P.R.

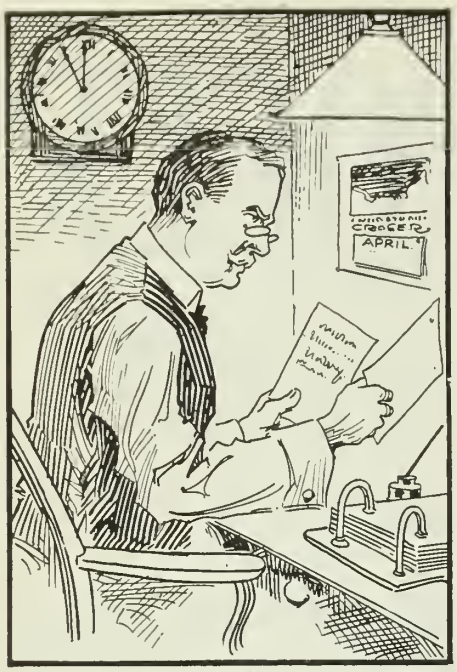
Tentative Requisitions Supplied.

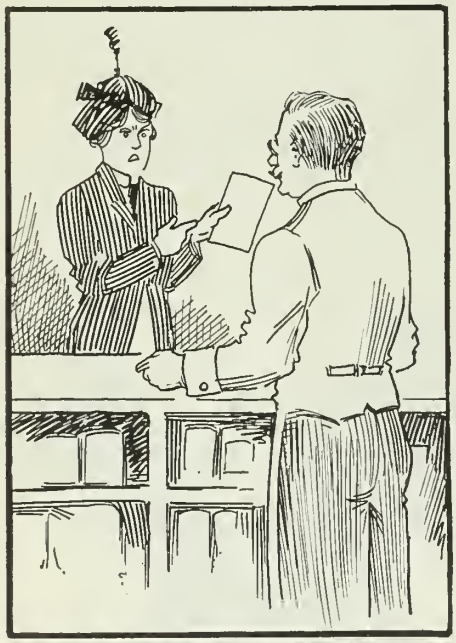
The methods employed are along the same lines as adopted in the C. P. R. The first step is when a tentative requisition is received from the War Office. This is not a definite order, but a general inquiry as to what the Department can do in Canada to supply certain goods. Price and date of delivery are both important factors, as it is likely that in all cases there may be other sources of supply receiving competitive consideration at the War Office. Canada, as a colony of the Empire, will be entitled to some special concessions, but it cannot be expected that unreasonable allowances will be made.

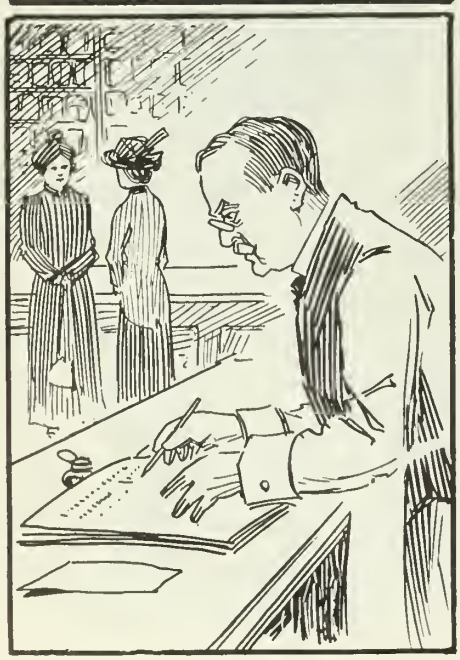
The Canadian Purchasing Department, with the general information as to what the War Office needs, then goes to the Canadian manufacturers, and in some cases to jobbers, when there may not be time or opportunity for manufacture, asking for information as to what quantity could be produced and at what price. When prices and particulars are received, they are submitted to the War Office. It is not until the definite order is placed that it is known whether Canada is to get the business or not.

This, in brief, is the system which will be followed. The opinion has been expressed in many quarters that a more satisfactory method would be to make public the particulars as to the requirements of the War Office, thus giving all manufacturers a chance to apply for a share of the business. This suggestion was broached by the representative of "Canadian Grocer" to Mr. Fitzgerald,

(Continued on page 42.)







Cuts Short Bookkeeping Hours

The Account Register Well Thought of by Those Who Have Tried It—Bookkeeping Quickly Done and With Less Help—Valued as Collector of Slow Accounts.

ONE piece of store equipment that has rapidly come to the front is the Account or Credit Register. Probably the chief reason is the amount of time, labor and worry, it saves in sending out the monthly accounts. Readers tell in this article of their experiences with this register and how they value it. If any merchant is thinking of purchasing a credit register, these testimonials will be of value to him as they show him what it is doing for others:—

G. H. Leury, Stirling, Ont.—"Among our fixtures are a coffee grinder, a refrigerator, computing scale, cheese cutter and account register. Probably the most important of these to our business is the account register, because of its value in saving bookkeeping and of avoiding mistakes, and misunderstandings. Since we installed this account register we never have any disputes in settling accounts."

With regard to the refrigerator, Mr. Leury says he could not possibly get along without it.

* * *

M. Austin, Codrington, Ont. — "I would not do without my account register again. It is a saver of mistakes and also does away with making out accounts every month. It tells you when and what every man's account is at any time, and I consider it of wonderful value to any retailer in business. My customers have their accounts every time they make a purchase, which has a tendency of drawing more cash from them than in the old way."

* * *

A. V. Gillies, Hamilton, Ont.—"Our account register is certainly a valuable help in the store. It is of great assistance in collecting slow accounts and of course it eliminates a great deal of bookkeeping."

* * *

F. Malcolm, Springford, Ont. — "I would not be without an account register. It saves me time and work in bookkeeping, and by issuing a bill with every purchase with the past account added on, the customer will pay oftener because he always knows the amount of his account."

* * *

Geo. E. Burnham, Millbrook, Ont.—"The chief value of our credit register to us is that it always keeps the amount of accounts before our customers totalled up to date. We also have a display counter, a coffee grinder, a meat slicer, a refrigerator, a computing scale, a cheese cutter and a cash register among our equipment."

* * *

John Nott & Son, Dunnville, Ont. — "An account register is a piece of equipment every grocer should have as it saves him time in keeping his accounts and at the same time every customer always knows how much he or she owes and cannot come back weeks after and dispute accounts."

* * *

Goheen & Matchett, Peterboro, Ont.—"We have an account register and find it a great convenience in knowing exactly how every account stands."

* * *

R. H. Robinson, Orangeville, Ont. — "In our store we use an account register to look after our credit customers and we find it the best piece of equipment we have."

* * *

J. A. McKenzie, Fort William, Ont.—"As I do not keep a bookkeeper I found it impossible to keep up with my work by the old bookkeeping system. Since adopting the credit register I have my accounts rendered every time a purchase is made. If a mistake occurs, the customer is nearly sure to call attention to it and correction is easily made, while the matter is fresh in the minds of both of us, or when payment is being made. I seldom have any trouble or dispute and I find it of special value in encouraging prompt payment—hence it is a splendid investment."

What Equipment is Most Valuable?

Quebec Province Grocer Mentions Particularly a Self-Measuring Oil Pump and Dust Proof Display Bin Features—Other Fixtures of Value Include Meat Slicers, Silent Salesmen, Vegetable Display Stand and Refrigerators

"WHAT is the best piece of equipment you have in the store? Or, to put it another way, which piece of equipment do you think is giving you most service?"

This question was put to A. O. Galarneau, Point St. Charles, Montreal. He did not hesitate one moment. He thought his pumps for measuring oil and molasses had given him the best service of anything in the store. "There is no measuring necessary," he said, "and it is nice and clean. There is always trouble of some kind of other when you do not have a pump. This method is quick and clean. I have had it for fifteen years, and in that time it has paid for itself many times over."

Display Fountain Valuable.

Another piece of equipment on which Mr. Galarneau places a high value is a fountain for displaying vegetables. However, as his business is mostly in fruit, he uses it for that purpose. It makes a very handy thing for display. By the way this stand was bought through an advertisement in Canadian Grocer. He also has a meat slicer, which he bought five years ago at a rather stiff price. They are cheaper to-day, and he considers it folly to attempt to run a business in cooked meats without one.

Refrigerator Cost $200.

Last spring, Mr. Galarneau installed a $200 refrigerator, and scrapped the old one, which had done service for years. The new one (which can be seen on the right of the illustration) is valuable as a silent salesman. It has three rows of compartments, and has glass fronts. He says it is worth more than $200 to him.

Speaking of the above, Mr. Galarneau said: "I have been reading in The Canadian Grocer that despite the fact that times were hard, grocers were able to buy expensive equipment. I thought I could do the same. We have felt the depression a little in this store, but not serious enough to prevent us buying a $200 refrigerator."

Values the Bin Fixtures.

The same question: "Which is your best piece of equipment?" was put to Nelson Lalande, 361 Charlevoix street, Montreal. He immediately pointed to some bin fixtures which he had recently installed, and which made a marked contrast with the old fixtures on the other side. The difference is easily seen in the accompanying photograph. These were installed since the war broke out, and were also purchased through an advertisement in Canadian Grocer.

Mr. Lalande said: "It is impossible to give an idea of how those bin fixtures assist me in my business, but everything helps that adds to the appearance of the store and saves the time of the clerks. I claim that the better the fixtures, the better the business. It makes a vast difference to the appearance of the store, and I only wish I could afford to instal them throughout. They cost me $168 laid down."



The top illustration shows a corner in the store of A. O. Galarneau Point St. Charles, Montreal. Note the vegetable display stand, meat slicer, display counters, and the refrigerator on the right—the latter costing $200.

The bottom cut is view of Nelson Lalonde, Charlevoix St., Montreal, who places a high value on his bin fixtures.

Makes Money Out of Meat Slicer.

Among his other equipment is a new show case installed in the spring, which has increased the sales of confectionery appreciably. Of his meat cutter, Mr. Lalande said: "I would not keep meat unless I had a meat slicer."

In this connection, however, Mr. Lalande made a statement, which will be of special interest to those who are operating a provision counter that does not pay. Three years ago, he bought a meat slicer, and while it added to the sales, and was a marked advance on the old method of cutting, the department was losing money.

A change was decided upon. Cooked meats were cut ahead, weighed, and placed in the refrigerator in paper. In each half pound, a small slice from the end of each ham was placed. It had been found that when this practice was not followed, customers objected to the ends.

(Con. on page 35.)

How Other Grocers Do Things



Vegetable Display and Biscuit Case

E. Guillet, of Cobourg, Ont., has a splendidly equipped grocery store. Canadian Grocer reproduced a picture of this store interior last year in one of our large issues, and many will no doubt remember its attractive appearance. Besides long display counters, sanitary bin fixtures, an extensive biscuit display, coffee grinder, computing scales, etc., Mr. Guillet has a handsome vegetable display fountain. This rests on a permanent platform in a side window which everybody must see in coming down the street towards the Guillet store. With running water in this fountain, vegetables are kept fresh and clean at all times and always look crisp and appetizing. It has proven to be one of the best silent salesmen in the store.

The biscuit counter referred to has only been in this store for a little over a year and already the sales of biscuits have been increased at least 100 per cent. Some 50 or 60 different lines are shown and as a customer can run her eye down the entire list in a few minutes, there is little chance of her not being satisfied as to the variety required. During the summer season there are always a large number of United States visitors in Cobourg where they make their summer home, and these people have plenty of money and spend it freely. This large biscuit display is quite an attraction for them.

* * *

Two Refrigerators Here

In the store of E. E. Fligg, Bloor St. west, Toronto, there is a separate provision counter running crosswise at right angles to the main counter and at the rear of it. This counter is given over entirely to provisions and every day, appetizing displays of cooked ham, cooked specialties, bacon, etc., are to be seen. There is also a computing scale on the counter and a refrigerator in front of it, and one at the rear with glass fronts, where the butter, eggs, and other perishable goods are stored. Because of the fact that this short counter is running across the store it can be seen by every customer who enters, and of course, if any of them are in need of cooked meat or bacon they will naturally purchase it from their grocery store. It is the means of adding considerably to the annual turnover and there is no separate expense for delivery.

* * *

Grocery-order Box for Subarbanites

An enterprising groceryman whose store was located on a street travelled by many suburbanites on their way to the railroad station, devised a plan to further his business by the use of an order box, says "Popular Mechanics." This box is hung conspicuously in front of his store so that a person coming to work in the morning may deposit his orders without stopping to enter the store, and during the day the groceryman fills them and makes a neat bundle, ready for the customer when he passes in the evening. It is only necessary for the customer to step in and call his name to get his bundle quickly and without having to wait for it. The box is about 28 in. long and 8 in. square. A sliding door is fitted near the bottom on one side for taking out the orders.



Order box used by a grocer to get orders of people passing the store early in the morning.

The Ad Introduction

The following was the introduction of a recent newspaper advertisement of the Barnsdale Trading Co., Stratford, Ont.:

THE SECRET OF A SUCCESSFUL GROCERY

Is in keeping just what the public taste demands. We have no room for unreliable goods, and we do not believe in handling anything for which there is no call. No matter what you buy here, you may feel assured of the quality.

The prices assure you that you are getting your money's worth.

This company is a continuous newspaper advertiser.

* * *

Fine Descriptive Talks

Every week Carroll's of Hamilton, Ont., run a large advertisement in the local papers, and there are some splendid descriptive talks in these. Note the following:—

PICNIC HAMS PER LB. 14½c.

We have this week 400 only freshly cured and freshly smoked picnics. They are a particularly nice lot, and particularly good value when you consider the cost of other meats, smoked or fresh. These hams weigh from 5½ to 8 lbs. each, and the price will be for hams weighing over 6 lbs., 14½c: for hams weighing 6 lbs. or under, 15c per lb.

NEW POTATOES 45c PER PECK.

We have only a limited quantity of them, but they are good stock and good average size, and the price is 45c per peck, 23c per ½ peck. Old potatoes, we still have some very fine stock. They are firm and sound and a lot better than most old potatoes now offering, and the price is 25c per basket, 75c per bag. Bermuda onions, per lb., 5c.

DAIRY BUTTER PER LB. 25c.

Another big shipment of fresh Dairy this week. It comes from a section where the rich grass grows and it has the flavor, per lb., 25c. Creamery butter, the finest in the land, per lb., 31c. Strictly fresh eggs, per dozen, 24c. Best pure lard, per lb. 15c. Rich new cheese, per lb., 20c. Ingersoll Cream Cheese, per pkg., 15c. McLaren's Imperial Cheese, pot, 10c and 25c. Meadow Sweet Cream Cheese, per pkg., 10c.

Retailers Value Display Counters Highly

Several Give Testimony on Advantages of These Counters and on Dust Proof Receptacles for Foodstuffs—They Sell Goods, Keep Them Clean, and Save Time Into the Bargain—Many Claim This Equipment Paying Investment.



A splendid example of the value and importance of display counters and biscuit display cases. This is the store of the Burridge Mercantile Co., Victoria, B.C.

During the past few years great interest has been taken by the retail trade in display counters and bins, and dust-proof receptacles for bulk goods. In the accompanying article several grocers tell in their own words of the value of the equipment they have installed in this regard. Those contemplating investing in fixtures of this kind will be much interested in what the various retailers have to say in so far as their experiences go.

A. McKENZIE, Fort William, Ont.—"We have a display counter in our store, which performs a most valuable service. Twenty-five samples of goods are attractively displayed in a position which must be seen by every customer entering the store. This counter is certainly a good salesman. The stock drawers in the rear of the counter are so compactly arranged that much time is saved in serving customers and putting up goods."

* * *

W. A. Austin, Alliston, Ont.—"The display counter in our store is to me just as good as a window. A good window trim will trend to bring customers into the store and when they come in, the display counter does the selling."

* * *

F. J. & C. G. Hamilton, Port Credit, Ont.—"We have a display counter and it is of considerable advantage to us. It helps to sell the goods displayed, because it brings them prominently before the public."

* * *

J. T. Chittick, Stoney Creek, Ont.—"My contention is that goods well shown are half sold. Therefore, goods under the counter are seldom asked for and sales in such goods soon decrease. The goods also decrease in value, and they never prove a good advertisement for the store. That is why we have installed a display counter in our store."

* * *

E. T. Brittain & Son, Lippincott St., Toronto.—"We have just put in a display counter and so far we find it a great convenience and also a splendid salesman."

* * *

R. H. Robinson, Orangeville, Ont.—"We have a silent salesman in our store for confectionery, which we certainly would not be without for a good deal. It is a sure money maker."

Goheen & Matchett, Peterboro, Ont.—"While we have not yet one of the latest display counters, we are firmly convinced that it is a good investment for many points. It displays the goods, keeps them in better condition and also saves time and room and in other ways is a good investment."

* * *

H. L. Kaiser, Davenport Rd., Toronto.—"I have installed a new ten-foot display counter lately, which I consider a great investment for any grocer. It displays some 27 or more different lines of bulk groceries, that were before hidden from view by tin cans, etc. These are displayed in the front of my counter, with a neat price card in each. The back of the counter has 27 drawers which are sanitary and handy, while the whole counter itself is a fixture which improves the appearance of any store."

* * *

John Nott & Son, Dunnville, Ont.—"We have our store fully equipped with dust-proof bin fixtures which help us to keep the store neat and clean, save work as well as being splendid for display purposes."

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, JULY 16, 1915 No. 29

When Equipment is Valuable

EQUIPMENT that is designed to either facilitate the selling of groceries, to save time and to improve the appearance of the goods on display as well as the store in general must be considered as an investment by the modern grocer. There are merchants in the grocery business to-day who are actually both saving and making money because of the up-to-date equipment they have installed. In purchasing useful equipment, the dealer must not imagine that he is adding that much more expense to his business; but rather that he is making an investment which will bring him in dividends in time saved, money saved and money earned. If for instance an account register is going to mean the operation of the business with one clerk less, or if it is going to mean that money will be collected with more ease, as well as more of it during a year, then the credit register is certainly an investment.

The same applies to a display counter. If by having the goods attractively shown behind glass in a display counter, a dealer's customers on the average purchase 50c worth more goods per week, then the display counter becomes an investment and not an expense. The same reasoning can be applied to the meat slicer. If this machine is the means of satisfying a customer better by slicing the meat uniformly, then the dealer has an advertisement that is going to bring that customer back for meat every time, and she is sure to interest other people in the store. Such a machine becomes a valuable piece of equipment for the grocery store. Other equipment that can be considered along similar lines include the self-measuring oil tank, the coffee grinder, the cash register, the computing scale, the cheese cutter, vegetable display fountains, fruit display stands, silent salesman, egg carriers, etc., etc., all of which are being found investments by a great many grocers in Canada to-day.

This issue of CANADIAN GROCER has been given over in the main to featuring equipment in Canadian stores. Various articles deal with equipment that certain grocers have installed and they present exactly what the grocers who have installed it think about this equipment. If any retailer is contemplating the purchase of new fixtures or equipment, he should study carefully what his confreres have to say in this issue.

Occasionally one hears it said that in times like these the retailer should not go to the expense of installing equipment. However, is not this folly, providing the dealer has the money or can see his way clear to make the investment? If business is coming along slowly at any time, is not that the time to go after it more strenuously with better facilities? When times are good and prosperity is at its height, there is less necessity for doing anything special, as it does not require so much energy and persuasion to get the people to spend their money. The same thing applies to advertising. Some men think that when hard times come along—as they do at certain periods—they should cut out their advertising. That is undoubtedly a mistaken idea. Then is the time to advertise more strenuously than ever—not only to hold present business, but to be in a position to take care of the new trade that is bound to result from that advertising when the few clouds on the business horizon have disappeared.

This issue therefore, should be studied carefully by every retailer contemplating the addition of new equipment to his store.

Baking Powder Analysis

FROM the laboratory of the Inland Revenue Department of the Government at Ottawa, there was recently issued a bulletin on Baking Powder. It deals with the analysis of 251 samples collected from stores in all parts of the Dominion last autumn. Chief Analyst, A. McGill, is the author of the bulletin which is known as No. 308, and it contains a great deal of information about the various methods by which baking powder is made in Canada. The majority of this is written in a more or less technical style and therefore would not appeal greatly to

the average reader who is not familiar with the study of chemistry.

The bulletin shows that out of 251 samples analyzed, 32 were cream of tartar baking powder, 111 alum phosphate powder, and 32 alum, leaving a balance of 76 chiefly of acid phosphates. This demonstrates that the majority of baking powders sold by the trade in Canada are alum phosphate—providing the collection can be considered as a representative one.

Among the qualities required in a satisfactory baking powder as set down by the Chief Analyst, are the following: Efficiency as a gas producer; that the gas be generated gradually and only completed at the temperature of the oven; that the powder keep well either on the grocer's shelves or in the kitchen; that the residue left in the bread should be harmless to health and without undesirable taste or discoloring power, and lastly, that the powder be sold at a low price.

It is pointed out in this bulletin that the chief filler for baking powder is starch. Anyone who is interested in the manufacture of baking powder should write the Inland Revenue Department for a copy of this bulletin.

Service, Not "Support"

IN a contemporary of this paper which recently came to our desk, there is a rather surprising appeal for "support." Because it is published in a certain place it is convinced that it should have the "support" of the trade of that district.

One would have thought that this idea had long been exploded and that the basis of business, subscription or advertising, to-day was on the merits of the paper and the character and quality of the service it renders its readers and advertisers. There are few men in business who will part with their money for a business paper which does not help them in their life's work and from which they do not get the worth of their money. Location has nothing to do with the value of a paper—it is the quality and character of its contents and therefore the service it is rendering its readers and advertisers that counts. That is the basis upon which Canadian Grocer has worked for years and it is the correct basis to anyone who gives the matter any thought. The mendicant principle of going after the "support" of the trade of a certain section of the country just because the paper happens to be published in that section is one that will not meet with the approval of many thoughtful business men. It must have merit and its contents must be such that its readers and advertisers will receive value for every cent they spend.

The modern, aggressive merchant of to-day does not appeal to his customers for "support." But by giving them a good service he makes it to their advantage to deal with him. The same applies to the aggressive business paper: an appeal on any other basis is not along the lines of good business and certainly is not in accord with present day business methods.

Canadian Grocer renders a distinct service to its readers and advertisers in all parts of the country and that is why it is and has been for 28 years the authority in Canada on anything pertaining to the grocery business—markets, news, business methods and new ideas.

Advantages of Heavy Scales

LISTEN to this testimony of a retail dealer who a couple of years ago installed a heavy scale in the warehouse for checking up incoming goods.

"Why," he said, "the first year I had that scale in my warehouse I am sure I saved the price of it. Every heavy article that comes into the store is weighed on that scale. When a merchant handles for instance a couple of carloads of potatoes in a season, he has a splendid opportunity for saving money, as bags of potatoes seem to be one of the worst offenders so far as short weight is concerned. Just figure out for yourself how much would be lost if potatoes cost 60 cents a bag, when there is say an average of 10 lbs. a bag short on a carload of 33,000 lbs. Often the shortage is more than 10 lbs. Also take into consideration the losses in weight on poultry handled, dressed hogs and all kinds of farm produce as well as on chests of tea, rice, nuts, and all kinds of bulk goods. It certainly does not take long to run into a considerable amount of money."

This merchant keeps his heavy scales just inside the warehouse door. He makes it an invariable rule among his employees who are taking in goods to weigh everything that is sold through the store by weight. Nothing is allowed to pass. This means that he pays only for the goods he gets and there is no loss whatever in short weight. He carries out the same principle in reference to package goods, goods in tins, etc., in so far as counting them is concerned. Everything is counted or weighed.

Retailers who have not yet installed a heavy weight scale for checking up incoming goods should make enquiries about its usefulness at once. If it pays for itself in a year or two, the future saving is pure "velvet" so to speak, and will mean a great deal to a merchant's profits in ten years' time.

Egg Breakage Preventable

THERE are egg carriers on the market that are so designed as to protect the egg from every jar and jolt, thus eliminating entirely, the trouble and loss due to breakage in delivery. Further than that they save a wonderful amount of time in the putting up of the eggs as well as in the delivering of them. One other consideration and an important one, is that the cost per dozen of delivering eggs in a suitable carrier that is returnable, is decidedly less than the cost in paper bags or packages. This is a fact that has been proven to the entire satisfaction of interested grocers.

Why should it be then that in view of this saving in time, trouble, breakage and profit that a returnable egg carrier makes possible, some grocers are still content to go on handling eggs in the old wasteful and profitless style, treating the loss as unavoidable, or perhaps allowing the limited investment that it is necessary to make, in order to install a practical and money-making egg handling system, to prevent them from seeing the greatly increased profit that could be gained through its use.

Editorial Note

SELLING GOODS is only one of two important things that every salesman has to do. The other very important thing is to make friends between the buyer and the business.

Work of the Meat Slicer

One Dealer Says Customers Favor Ham Sliced by Machine and Buy Other Goods as Well—The Advantage of Uniform Slices—Gives Better Appearance to Meats.

THE meat slicer is well thought of by a large number of retailers. The testimony of a number of them is given herewith:

M. BOUSQUET, NOTRE DAME ST., MONTREAL.—"I have a meat slicing machine which I consider a great help. Customers like to have their meat cleanly cut, and if they come to us because we have a meat slicer it is almost certain to lead to extra sales because a customer who comes to purchase say cold ham, rarely buys the ham alone."

* * *

E. T. BRITTAIN & SONS, TORONTO.—"Our experience is that a meat slicer is an advantage in the grocery store because it cuts the meat in uniform slices and cuts it to much better advantage than one can with a knife. Our electrically driven meat cutter is certainly a money-maker in our business."

* * *

R. H. ROBINSON, ORANGEVILLE.—"I have a meat slicer and as a grocer I would not be without it."

* * *

GOHEEN & MATCHETT, PETERBOROUGH.—"Our meat slicer saves us time and also is a means of our sending out cooked meats, breakfast bacon, etc., in better appearance."

* * *

JOHN NOTT & SON, DUNNVILLE.—"While we only have a small meat slicer, we find it does good work. It cuts the bacon, cooked meats, etc. much evener than a knife, and it also cuts with less waste."

* * *

GEO. E. BURNHAM, MILLBROOK, ONT.—"We have a meat slicer in our store and it is getting us extra business because it means evenly sliced meat, which the public appreciate."

* * *

S. H. ORSER, PERTH, ONT.—"We find that people like to come to our store because they can get their meat sliced to suit them, rather than have it uneven when cut by a common knife. In this way the meat slicer is getting us extra business every year."

* * *

F. E. WEESE, NORTH VANCOUVER, B. C.—"We have a meat slicer and it certainly gives the greatest satisfaction. There is no over-weight in sliced meats."

Cash Register Valued

M. Bousquet, Montreal,—"I have a cash register and find it a necessary piece of equipment. It seems to me that a clerk who knows he is checked up by a cash register is less likely to be careless with money than otherwise."

* * *

E. T. Brittain, Toronto,—"We have a cash register among our equipment and we find it very valuable in checking up our cash."

* * *

Goheen & Matchett, Peterboro.—"We have a four drawer electrically operated cash register—one drawer for each clerk. It keeps close tab on receipts, expenditures and credit sales, etc."

* * *

Geo. E. Burnham, Millbrook, Ont.—"The cash register is a valuable piece of equipment, particularly because you can keep a check on your cash and clerks with it."

* * *

A. V. Gillies, Hamilton, Ont.—"The cash register certainly helps one keep track of his money. For instance, if a person comes into your store with a dollar bill and says that he gave you five dollars, you can tell at the end of the day who is correct. This is of course but one of the many benefits of the cash register."

The Cheese Cutter Popular

Eliminates the Trouble and Time of Getting the Weight Asked for the Customer, Say Retailers—Less Loss in Small Pieces —Cheese Reaches Customers in Better Condition.

HAVE you a cheese cutter? How does it fill the bill? If you haven't one have you been thinking of investing? Out of 13 merchants with whom Canadian Grocer got into touch only one was opposed to this piece of equipment. Read what the others have to say about it:

S. H. Orser, Perth, Ont.—"Our cheese cutter prevents a great deal of the bother in weighing up cheese when it is cut with a knife, and it saves a good deal of the time of the salesman. We find it much easier than using the knife."

* * *

John Nott & Son, Dunville—"The cheese cutter is a necessary fixture in the saving of waste. Also the cheese case for containing the same is equal to a good display fixture and it keeps the cheese from drying and away from dust, dirt, flies, etc."

* * *

A. V. Gillies, Hamilton, Ont.—"The cheese cutter is certainly of value as a piece of equipment, because of the fact that it doesn't waste the cheese, as it is wasted by cutting it with an ordinary knife. It is too, a much more rapid method than the old fashioned knife."

* * *

F. Malcolm, Springfield, Ont.—"I would not want to handle cheese without the cheese cutter, as it saves so much time in weighing. One should avoid cutting too large a piece for a customer and having it recut again into a smaller piece, and if care is exercised here, one does not waste or crumble so much cheese."

* * *

Geo. E. Burnham, Millbrook, Ont.—"We value our cheese cutter because of the fact that it prevents so much waste that occurs with the ordinary knife."

* * *

Assie & Massol, Prince Albert, Sask.—"We have a cheese cutter in our store and we certainly find it of good value."

* * *

Goheen & Matchett, Peterboro, Ont.—"We value our cheese cutter because it cuts the cheese correctly and it goes out in better shape into customer's homes, all of which is good advertising."

* * *

E. T. Brittain, Toronto,—"We have a cheese cutter among our fixtures and we value it because it gives us the weight so accurately. It cuts more evenly and saves large pieces of cheese lying around drying out."

* * *

J. A. McKenzie, Fort William, Ont.—"We value the cheese cutter because there is no loss in cutting as the machine cuts exactly what is called for. Hence it helps to save cheese. We sell our cheese wrapped in parchment paper on account of the better appearance."

A Time, Money and Mistake Saver

Value of the Computing Scale in Modern Merchandising — A Check on Over-Weight — Every Cent Called for by the Goods Can Be Secured—Many Say They Could Not Get Along Without One.

THESE testimonies from Canadian retailers on the advantages of the computing scale speak for themselves:—

M. BOUSQUET, NOTRE DAME ST., MONTREAL.—"I have a computing scale and I think every grocer in the business should have one of these machines. It is undoubtedly a money-saver. If you are giving over-weight, the error is at once detected, whereas with the old style, a careless clerk would frequently give a little more than the proper weight, without noticing it, or to notice it he would have to keep touching the scale with his finger."

* * *

J. A. McKENZIE, FORT WILLIAM. —"I certainly find my computing scales of value. I couldn't do without them at all."

* * *

F. J. & C. G. HAMILTON, PORT CREDIT, ONT.—"The computing scale is a great convenience, and is certainly a paying investment."

* * *

E. T. BRITTAIN & SON, TORONTO. —"We have three computing scales and have been using them for 20 years. We certainly find them to be a great money-maker, because we can avoid over-weight and get every cent that the goods call for."

GOHEEN & MATCHETT, PETERBOROUGH, ONT.—"We have three computing scales and find them of great value in so far as correct weighing is concerned and also from a price computing standpoint."

* * *

JOHN NOTT & SON, DUNNVILLE, ONT.—"We would not be without a computing scale. Customers can see exactly what they are getting as well as the one who is doing the weighing. I have been told by customers that they did not care to purchase from the old style scale."

* * *

ASSIE & MASSOL, PRINCE ALBERT, Sask.—"We use a computing scale in our store and certainly find it of good value."

* * *

GEO. E. BURNHAM, MILLBROOK, ONT.—"The computing scale is certainly a valuable piece of equipment, because of its capacity of weighing exactly and also because it is a splendid time-saver in computing totals."

* * *

F. MALCOLM, SPRINGFORD, ONT. —"I would not like to be without the computing scale, as it saves both time and mistakes."

* * *

A. V. GILLIES, HAMILTON, ONT.— "The computing scale is certainly a good investment. You save every cent and don't lose an ounce of goods if any care whatever is exercised."

* * *

M. AUSTIN, CODRINGTON, ONT.— "We find the computing scale of great value to anyone in the grocery business. You can save time as well as mistakes in reckoning up small items. You get the correct amount every time and the price in just a moment."

* * *

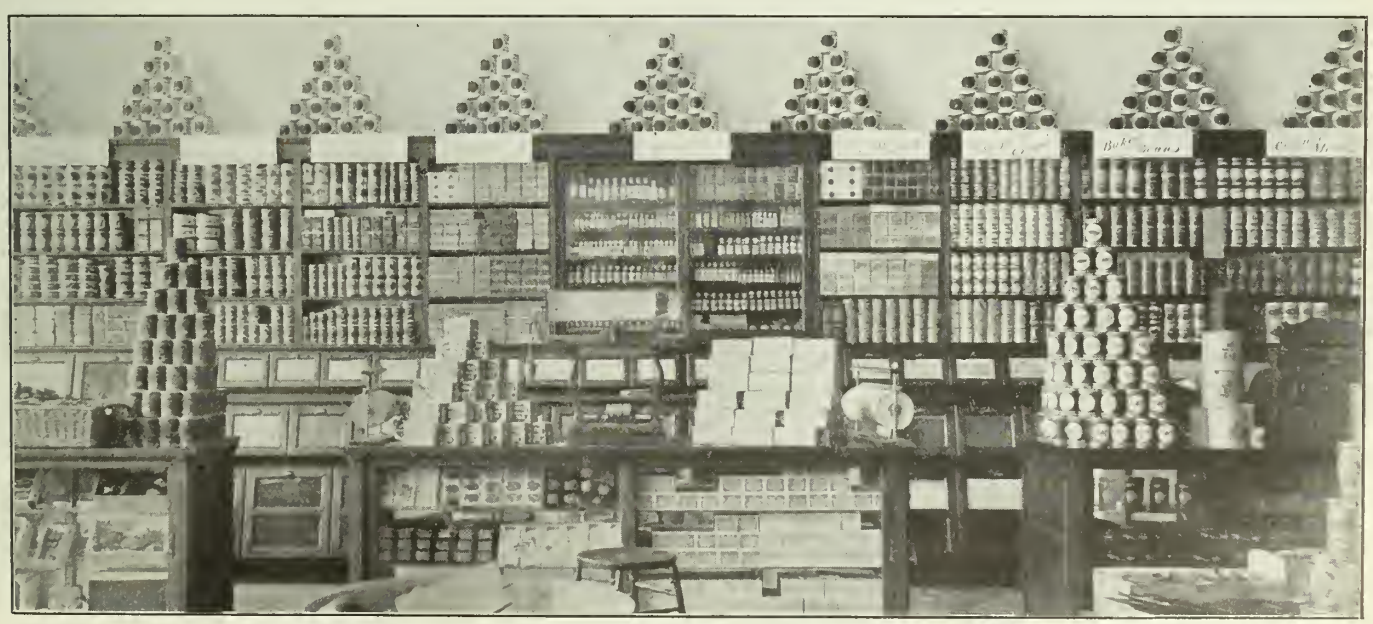
S. H. ORSER, PERTH, ONT.—"We have a computing scale and it certainly saves us a great many coppers. We could not very well get along without one."

WHAT EQUIPMENT IS MOST VALUABLE.

(Continued from page 29.)

Under the new system, the department pays, and there is a loss of less than two ounces on each ham. Before trying this out, Mr. Lalande was so disgusted with his provision business, he had decided to abandon it altogether, but since the change was made, the sale of meats has doubled.

Mr. Lalande speaks in the highest terms of his refrigerator, which he says, will preserve meat for two months without spoiling. He had an old one, but found that one with three compartments was absolutely necessary. Four compartments, he says, would be better.



The Cain Bros.' store in Yarmouth, N.S. This store has dust-proof bin fixtures, computing scale, silent salesmen, etc.



View of the T. E. Ryerson store in Brantford, Ont., showing a fine establishment, from an equipment standpoint.

Coffee Grinder Boosts Sales

So Say Many Retail Dealers—Some Have Doubled Their Coffee Trade—The Aroma of Coffee Grinding a Sale Stimulant.

HERE is what retailers say about coffee grinders as an investment:—

M. AUSTIN, CODRINGTON, ONT.—"I find that our coffee grinder gets us a good deal more business in coffee than if we didn't have it. The fact that our customers can get coffee, freshly ground, from the bean, appears to satisfy them. We have increased our coffee business nearly 50 per cent. since we installed this fixture."

* * *

A. V. GILLIES, HAMILTON.—"Since I installed a coffee grinder, I have doubled my sales of coffee."

* * *

F. MALCOLM, SPRINGFORD. — "I have a coffee grinder and I do not think I could get along without it. Customers appreciate freshly ground coffee and the aroma of this frequently reminds them that they need coffee."

* * *

GEO. E. BURNHAM, MILLBROOK. "My coffee trade has doubled since I installed a coffee grinder."

* * *

JOHN NOTT & SON, DUNNVILLE. —"While we have only a hand power coffee grinder we find it a great help in our business because our customers are better pleased by knowing that they can secure freshly ground coffee when they want it."

* * *

E. T. BRITTAIN & SON, TORONTO. —"We have an electrically driven coffee grinder and it certainly helps us to increase our coffee trade. It also does the work while one can do something else. We certainly consider it a paying investment."

* * *

J. T. CHITTICK, STONEY CREEK. —"Since we installed our coffee grinder we have doubled our sales of coffee. Customers appreciate freshly ground coffee, and we even have some customers who have a small mill to grind their own from the bean, which we sell them, so as to have it as fresh as possible for breakfast."

* * *

F. J. & C. G. HAMILTON, PORT CREDIT.—"A coffee grinder is to-day practically a necessity and it certainly has helped us to hold our trade."

The Refrigerator a Money Saver

Statements From Canadian Grocers as to the Value of This Piece of Equipment — The Only Thing for Proper Handling of Perishable Foods—Many Dealers Have Two of Them—An Investment That Pays.

THAT the Refrigerator is valuable chiefly as a saver of perishable foods like fruit and vegetables, cooked meats, eggs, etc., is strongly evidenced from the following statements of readers of Canadian Grocer:

H. Orser, Perth, Ontario. — "We find the refrigerator a great help in keeping butter firm and fresh for a number of days. Were it not on the ice, it would melt and become rancid very quickly, which would mean that it would have to be sold at a reduction. A refrigerator is certainly a money saver."

* * *

A. V. Gillies, Hamilton, Ont.—"The refrigerator is certainly a paying investment. It saves money by keeping meats fresh as well as other perishable goods. A new refrigerator is more economical than an old one because it saves ice."

* * *

G. H. Leury, Stirling, Ont.—"We certainly could not get along without the refrigerator. It is a splendid money saver."

F. Malcolm, Springford, Ont.—"A refrigerator certainly is a splendid money-saver because of the way it keeps butter, meats and other perishable goods in saleable condition."

* * *

Geo. E. Burnham, Millbrook, Ont.—"The refrigerator is a paying investment because of the way it keeps butter and other perishable foods in splendid condition for so long a time."

* * *

John Nott & Son., Dunnville, Ont.—"We do not know how we could handle butter during the summer months without a refrigerator. When there is added to that the fact that it keeps fresh so many other perishable goods, as well as displays them behind glass doors, it becomes a very valuable piece of equipment."

* * *

Goheen & Matchett, Peterboro, Ont.—"We have two refrigerators in our store. One for butter and the other for meats, etc. We certainly could not get along very well without them."

* * *

R. H. Robinson, Orangeville, Ont.—"We have two refrigerators, one for meats, which is also a silent salesman, right at the front of the store and one for butter, etc., in the cellar. They are sure money savers."

* * *

E. T. Brittain & Son, Toronto.—"As we are in the provision business, as well as the grocery business, we have a refrigerator which is arranged to take care of all our butter, cooked meats, etc., and we certainly could not do without it."

* * *

J. T. Chittick, Stoney Creek, Ont.—"There never was a time when people were more particular about what they eat. Hence it is up to the grocer to keep perishable goods in good condition. It is for this reason that we have a refrigerator among our equipment."

(Continued on page 44.)



A large refrigerator will be seen at the rear. Other fixtures of this store include computing scales, cash register, display counters and coffee grinder. This is the Geo. Arnold store, Queen St. E., Toronto.



Industrial Bureau where the convention was held.

Convention of Manitoba Merchants

THE retail merchants of Manitoba held their first annual convention on Tuesday, July 6, at Winnipeg. The sessions were held in the Industrial Bureau, and were exceptionally well attended, about 200 delegates in all being present. The meeting was in reality a "Get Together" convention for the purpose of discussing means of improving business conditions and effecting desired changes in retail methods. It was conducted under the auspices of the Retail Merchants' Association, but was open to all merchants whether members of that Association or not.

C. F. Rannard, president of the Manitoba branch of the Retail Merchants' Association, presided.

"What have we got to be down hearted about?" asked Mayor Waugh, in delivering an address of welcome on behalf of the city to the delegates. "When in the history of this country were there prospects for a better crop? I don't say a bumper crop. A few years ago, a real estate boom would be going on in Winnipeg were the prospects as they are to-day.

"To-day we have staring us in the face a magnificent condition in this country. We are going through a period of transition and the retail merchants of this country know that as well as anybody. For the past 25 or 30 years we have been building the machinery to take care of our business. Personally, I don't think we have been going too fast. In order to build that great machine capital was continually flowing from the Old Country until Canada was borrowing a million dollars per day. That is not coming in now and we find that we must produce the wealth lying dormant in our own soil and rely on our own resources.

"It is therefore up to us, as business men, to devise the ways and means where we can increase the natural resources of our country. We have got to make conditions in the country more acceptable and favorable to the farmer and the farmer's wife than they have ever been. The tables are turned now—we can't regard the farmer as our hired man now; we are the farmer's hired man and must rely on him to produce our wealth.

"Let us forget for awhile the constructive period of this country and let us turn our entire attention to the larger production of the soil," pleaded the speaker. "We are blessed with the greatest heritage man ever had, and while facing a great war we are no more down-hearted about it than we are over our own local conditions in this country. There could be but one result of this war."

Business Now Better.

The next address was by President Helliwell, of the Canadian Creditmen's Association. Mr. Helliwell began with a striking demonstration of the improvement in business conditions. "In a census of our membership recently taken," he said, "it was found that 90 per cent. of the members had voted that business conditions were better to-day than they were a year ago."

He touched briefly on the relations between wholesalers, the creditmen, manufacturers and the retailers. "There are and will arrive matters for discussion and dissension between us," he said. "If there weren't, we wouldn't be here; we would all be living in Heaven. The only way to get to a solution of our problem is to get together as we are doing to-day."

Mr. Helliwell outlined briefly the aim and object of the Canadian Creditmens' Association. The prime object was to help the honest merchant to build up his business, to put the dishonest merchant where he could do no harm, and to thereby entitle the honest merchant to a fair legitimate profit. He gave as his definition of credit, "An absolute confidence where two men are concerned." He referred to the great improvements which had been made in the past few years in systems of bookkeeping. "Over half the failures in business would never have taken place, had the merchants known at all times just where they stood." he said. "If you don't know exactly how you stand at all times you are living in a fool's paradise."

Small Debts Court.

Henry Detchon, manager of the Canadian Creditmen's Association, was the next speaker. He referred with regret to the fact that the retail merchants of Manitoba had not made a complete success of their organization. They have had strong officers, but there has been a weakness in their membership. This has been due perhaps to the fact that the annual fees were not sufficient to aid the secretary and the executive officers in the work of organization. If the organization were stronger, there were a number of reforms which could be accomplished. Mr. Detchon believed that the Retail Merchants' Association of Manitoba should be intsrumental in having a small debts court established in the province. There was really no reason why they should not have it, and, once established, it would effect many reforms.

An address of welcome was delivered by G. M. Jackson, president of the Winnipeg Board of Trade. He contended that the merchants should take a deep interest in the work of the Board of Trade.

Some interesting statistics on the question of egg importation were given by W. H. Ault of the Dominion Produce

Department, who spoke next. He stated that shipments of eggs in Canada had reached the very highest proportion and were growing at a tremendous rate. In 1914 the consumption of eggs and poultry was worth $55,000,000. Eggs alone represented $26,000,000, and the approximate loss of last year's egg production was $4,500,000. "In the elimination of that loss, you can see a very important factor," he said. "The method of buying eggs on the quality basis should be commended as the only proper method. This would result in reducing the losses. He stated that his department was prepared to furnish all merchants with candling devices free of cost.

C. W. Ziemann, of Toronto, president of the Retail Merchants' Association of Canada, also spoke, dealing with the work of that organization. His remarks dealt largely with the preparing of favorable legislation.

The Afternoon Session.

The afternoon session opened at 1.30 with President Rennard in the chair. The first item of business was the reading of the president's address, which proved to be a comprehensive and powerful review of the work which had been done and the work which was still ahead of the retail merchants of the province.

President's Address.

"In my official capacity I recently had the pleasure of representing you at the second annual convention of the Saskatchewan branch along with your Dominion president, B. W. Ziemann, and I received a new enthusiasm which led me to a determination to do everything in my power to get the merchants of Manitoba to join hands in the formation of an organization which would be at least not inferior in numbers or endeavors to that in the other provinces of the West.

"It is true this is not the first attempt along this line. More than on one occasion leading retail merchants in this city and other parts of Manitoba have united to form the nucleus of an association which would embrace every part of the province. Whatever the cause, however, the progress has been slow. That, however, should not deter us from unity for the protection of our own interests. Why should we continue to suffer because others before us made blunders? It is for us to avoid the pitfalls. Let us profit from experiences of other days. In any event the time is ripe for assembling ourselves into a strong organization to overcome the evils which are growing stronger every day against the trade.

"Winnipeg and a few Manitoba points have been fairly well organized, but a determined effort is to be made to organize the whole province. It is rather regrettable that the trade in Manitoba, the oldest Western province, is away behind in the matter of unity of effort. The grievances of the retail dealers are many, both in Winnipeg and in the provincial towns. It is desirable on that account that all merchants fall in line, and let their slogan be "Get Together" at all costs as soon as possible. Co-operation is success.

"What is Manitoba going to do? Every merchant at this convention and all others must consider that a brother merchant's problem.

Existence Threatened.

"Manitoba should at least enroll 2,000 members as soon as possible. Developments are going on that threaten the very existence of the regular dealers throughout the country. There must be no jealousies as between one section and another. Matters too vital are at stake. It is imperative that the storekeepers rise to the occasion as never before.

"With only a few members it is impossible to accomplish much, and the first 300 or 400 members' dues are all eaten up with overhead expenses. It is just as in your own business. It requires a certain amount to pay expenses. Now, gentlemen, I want to be frank with you. I am going to hit right out at you, no matter how hard it strikes you. I have made a personal canvass of some towns in the province, and it is the same in Winnipeg. You lack enthusiasm, you are lukewarm, you don't seem to care. I am asked—What are you going to organize for? What have you been doing? Why don't you get other merchants to join? What do we get out of it? Yes, it would be a good thing, but I am afraid I cannot go. (I will leave it to the others.) We will come to the convention if—if—if (all manner of excuses).

"How weak we are toward our own business, no wonder the Grain Growers beat us out.

"Are you anxious to find out what is being done? Are you anxious to discuss the problems with each other and the ways and means to solve or handle them? You say it would be a fine thing to be organized (to get together). That if all the merchants in your town and every other town were going to get down to business you would also come into the swim, and when I speak to you about some of the obstacles we have to endure and which we might overcome if organized, you seem to warm up and show a little life.

Higher Standard of Ethics.

"Our idea is to promote, if possible, a higher standard of trade ethics and of friendship among Manitoba and the whole Dominion of Canada, and to eliminate, or at least reduce the many evils and foolish burdens that are fast getting into the trade. We want to get the legitimate merchants closer to each other for mutual benefit and business protection.

"You are business men, and I want to talk to you in a business way. You are anxious to know for what this association stands. There is a great deal of doubt in the minds of some men, and possibly they have a good reason to doubt as to whether this association has accomplished anything or not. You do not mind spending $10 so long as you get the worth of it. If the fee were $100 and you knew you were going to get the worth of it, you would pay it without a murmur. This association is an investment, and if it has benefits you want to get them, and you want to know for what it stands; that is good judgment.

"The Dominion board has accomplished many things that we now enjoy, and for which we feel grateful. One of which was the abolition of the trading stamp, and what a curse that was to the retail trade.

"Gentlemen, let me say to you right here, I was first of all a farmer before I was a merchant, you can tell that by looking at me. I love the farm. When I am on the farm I always uphold the farm life so as to make the farmer more pleased and better satisfied with his task, as we all know it is not all fun when you consider he has to get up before five o'clock and work till it is too dark to see to do his chores. I respect the Grain Growers, and their members are principally farmers; they have organized strongly for their protection and betterment, and to enable them to buy cheaper; and because they have organized better than us we must not blame them, we must blame ourselves. They are strong in Saskatchewan, and they have put many merchants out of business. Are we going to wait until they try it on us? Without the farmer there would be no merchant, there would be no small towns, for we are an agricultural country, and I will not raise my hand to do anything unjust to him.

Will Hamper Usefulness.

"But I am convinced that the men at the head of the Grain Growers are dead wrong. Their intentions are right. But they have the wrong idea for what the farmers' organization was intended, and I fear, and a great many others fear, that through this co-operative movement they will hamper their usefulness as a farmers' medium, because they are breeding disaster and discontent in their organization. They are asking farmers to do something that is entirely out of their line and which they do not understand. As soon as they accomplish everything they should do to develop and put into the hearts of the farmers the right and proper way to

farm, then will be the time for them to go into the co-operative selling game.

"Shall we fight them, and how shall we do it? That is the problem. The first way I would fight them is this. Treat the farmer as your best friend. Interest him in giving him your best service, assure him you will do your best to give him merchandise as cheap as it is possible considering quality and value. All you merchants in your big or little town get your heads together and work out the best method (and we will help you) to interest the farmer to keep the dollars at home to build up your home town and make it bigger and better."

Following the address by President Rennard, an aggressive address was given by J. A. Banfield, president of the Winnipeg Retail Merchants' Association. "If you all believe as I do," said Mr. Banfield, "times should be good. Once you restore confidence, you will find business coming back to you. The big thing is to keep your troubles to yourself and never give out a pessimistic utterance."

He stood out strongly for aggressiveness and initiative at the present juncture. The man who sat back in his chair and said: "I don't owe a dollar; all my obligations are fulfilled," was not the man who was going to build up this community. The retail merchant should adopt every means possible to improve his own business and that of the community at large. Mr. Banfield condemned the narrowness of some merchants, who believed in sticking to their business and not taking the time for outside conventions or meetings.

Resolutions Adopted.

The chief business of the afternoon session was the adoption and discussion of resolutions. The following resolutions were adopted:

"Resolved, that this convention go on record as being in favor of the inspection fees for weights and measures being paid from the consolidated revenue of the Dominion of Canada, the same as customs houses are paid to-day."

"Resolved, that the provincial executive be requested to take such steps as may be necessary to have the name of the property owners arranged at the land titles office alphabetically."

Co-operative Buying.

"Resolved, that this convention recommends to all local branches that they endeavor to get together and institute a system of co-operative buying among members of the same class of trade, and that the provincial executive be requested to give every assistance possible toward that end."

Re manufacturers charging for gross. After discussion, it was determined that no retail merchant should accept goods so charged, but claim a credit for all shortage on goods charged for.

Re amendments to Hawkers and Pedlars Act, licensing those who use a box car or vacant lot to distribute their goods, charging the license fee imposed by this Act, and in addition a local license in the place where they do business.

"Resolved, that this convention request the Dominion Board to petition the Dominion Government to pass such legislation as may be necessary to standardize all goods possible, and also to recommend the standardizing of the gauge of wire, fencing, etc."

"Resolved, that this convention endorses the request of the Salmon Arm



President Rannard.

Produce Co. to encourage members to support growing in Canada, and could offer equal prices and better quality than other growers."

Bankruptcy Court.

Re establishment of a bankruptcy court. Resolutions committee referred this matter to the provincial executive.

Re Bulk Sales Act. "Resolved, that this convention requests the provincial executive to thoroughly examine the provisions of the Bulk Sales Act, with a view to applying for any amendment thereto, or changes in connection therewith, that they may think necessary."

"Resolved, that this convention desires to record its appreciation of the consideration shown by the Dominion Board in being represented at these proceedings in the person of Mr. B. W. Ziemann, Dominion president."

"Resolved, that this convention desires to place on record its high appreciation of the valuable work done by the executive of the Manitoba branch of the Retail Merchants' Association of Canada, Inc., during the past year. The results of their earnest efforts are not fully known to us. We know something of what they have accomplished, while the many matters they have presented to the Provincial Government by way of improved legislation have not yet borne fruit in a definite form, yet we hope and expect they will do so in the near future and result in great good for merchants generally."

Re bankrupt stocks. "That the Credit Men's Association be requested to establish a clearing house for bankrupt stocks and clearing lines, so as to obviate the possibility of stocks being slaughtered in the districts in which the failures took place."

Re business tax. The convention went on record as against the business tax system, and recommended that the necessary efforts be employed to abolish same.

Freight Rates and Cartage.

Re freight rates and cartage. The provincial executive was asked to take action in the matter.

The association passed a resolution as being in sympathy with the Federal and Provincial Governments of Manitoba, Saskatchewan and Alberta, in a practical means to increase primary production, especially along the lines of mixed farming.

The association unanimously voted to put itself on record to instruct the executive and the advisory board to take steps towards the payment of wages to employees of corporations weekly, said wages to be paid in cash instead of cheques.

It was also moved that every effort be put forth to further increase the membership of the organization.

The Evening Banquet.

A banquet was held at the Royal Alexandria, J. A. Banfield being the toast master. The speakers were: Mayor Waugh, in response to the toast of "The City of Winnipeg"; Vice-President Mylius, of the Winnipeg branch of the Association, who responded to the toast of "Our Guests," proposed by C. F. Rennard; F. Ziemann responded to the toast, "The Dominion Board"; Messrs. Banfield, Sparling and Chevrier, who responded to the toast, "The Winnipeg Branch."

The Galt members of the Retail Merchans' Association practically decided to have the annual merchants' picnic this year.

A Hamilton grocer was charged by a Government inspector with selling condensed milk which did not meet the Government standards. He was told to come back next week.

Montreal Grocers' Picnic

Spend a Happy Day at Lavaltrie—Many Running Contests That Produced a Lot of Fun—There Were Several Speeches, Too—Dancing a Popular Pastime.

Special Staff Correspondence.



Snap-shots taken at Montreal Grocer's Picnic.

MONTREAL, July 14.—The good ship "White Star" gave three blasts at 8.30 Wednesday morning, July 7, signifying that she was about to nose her way down the St. Lawrence with the happiest bunch of grocers and groceresses that ever breathed. It was the thirty-sixth annual picnic of Montreal grocers—this time to Lavaltrie, a quiet, historic little village, which dates back many years.

After blasting thrice, the "White Star" hesitated for a few minutes, knowing that grocers are not the earliest of risers. At nine o'clock, getting a bit impatient, the good ship blasted thrice again, which caused all the street cars in the vicinity to put on a spurt, and scores of epiciers, visions in their heads of a gang plank going up, made a final dash for the Molson Wharf.

By 9.15 tout le monde was gathered on the various decks, and the size of the crowd can be imagined when it is stated that it took a "White Star" liner to carry them all. If a German submarine had come along, the scene would have beggared description.

He Missed the Boat.

Tres bien. At 9.15, the liner blasted again, and the "pique-nique" had begun. Behold as we moved silently away, a grocer with the perspiration running down his face, trying to catch the boat. Alas, he must wait for the 37th annual picnic of the Montreal Grocers.

In no other part of Canada is there anything to compare with a trip down the St. Lawrence, especially just now while the war is on. The newspapers are compelled to keep mum on what goes on in this river, but there's nothing to prevent picnickers from keeping their eyes open and seeing how close Montreal is in touch with the great European war—better say nothing more for fear of the censor.

As everybody knows, on big "White Star" liners there is always an ochestra, composed of A1 talent, especially on important occasions like this. Few there were who could listen to the mellow strains of those string instruments in the dancing salon without wanting to do the glides, etc. No one ever dreamt that such beauty was to be found in the grocery stores of Montreal until the dancing began.

A landing was effected at 11.30, and the quiet village of Lavaltrie became a beehive. Outside the picnic grounds, the adjoining fields resembled a circus, itinerant showmen having erected their attractions in a manner calculated to mulct the poor grocers of their hard-earned savings. Itinerant photographers offered to "take your picture for a dime," their productions being nothing more than the tin types we used to have taken as boys forty and fifty years ago.

Some Fast Sprinting Done.

Now as to the races—a start was made with the married women's race, which was held under the auspices of a well-known brewery. They started in real athletic style, unencumbered by anything in the shape of hobble skirts.

A sack race followed. Apparently the contestants were unaccustomed to this form of locomotion, and made progress slowly. Then came a race between chairmen of committees. There followed a noise like thunder, as of a horde of buffaloes racing across a plain. The dust rose, the crowd cleared away, as a "thousand" white shirts dashed across the grounds. It was the ubiquitous commercial travellers, those men who go to the grocers' picnics because they enjoy themselves so much. There were about as many present as there were grocers.

Then the bell rang, and those who could afford it took lunch at tables under the trees. They were mostly commercial men and officials of the association. Later, speeches were made by A. Laniel, provincial president of the R.M.A.; Pierre Filion, A. Renaud, president of the Montreal Clerks' Association; Joseph Ethier, representing the wholesale houses; Ludger Gravelle, vice-president of the Chambre de Commerce, Montreal; J. O. Lavesque, and Alderman L. A. Lapointe, of the Licensed Victuallers' Association, and G. A. Archambault, who replied to the toast to the ladies. J. A. Beaudry introduced the speakers. Mr. Laniel was glad to see such a big crowd there, and trusted they would stand shoulder to shoulder

(Continued on page 44.)

THE NEW MACHINERY FOR WAR ORDERS.

(Continued from page 27.)

but it was found that the Department would not consider this form of procedure. The reason for not adopting this plan is that the announcement of large requirements in any certain line would have the inevitable effect of stiffening the price of raw materials. Thus, the cost to the War Office would in the end be increased; and one principle on which the orders are now being placed is that the lowest possible cost, compatible with the essential quality and a fair profit to the maker, must be secured. It was pointed out also that from the standpoint of the Canadian manufacturer high prices were to be avoided for the reason that they would have the effect of turning the orders from Canada altogether. The system of publicly announcing the requirements would be possible if the Purchasing Department were given carte blanche as to price; an unlikely development except perhaps in emergencies.

Thus the system to be followed is as stated above. Some will disapprove of this system, but the fact remains that it is on this basis that the Department will work and the manufacturer who expects to get business must fall into line and make the best of the situation.

What Manufacturers Must Do.

The Purchasing Department claim that they have very complete information as to the manufacturers in each line. They have on file the trade papers of the Dominion and the Manufacturers' Directories published by the Department of Trade and Commerce and the Canadian Manufacturers' Association. It is the earnest object of the Department now, on receiving information of requirements, to communicate with every manufacturer in the Dominion in a position to handle some share of the business. It is in this connection that the individual responsibility of the manufacturer comes into play. Manufacturers or groups of manufacturers who consider that they are in a position to supply from present stock or to produce articles for supplies—anything that might be required by the War Office from shells to canned goods—at prices which would be satisfactory, should lose no time in getting into communication with the C. P. R. War Purchasing Department, so that there can be no question as to their complete possibilities being known to the Department. The War Office may have an accurate line on the capacity of each manufacturing plant in Canada and the stock each manufacturer is carrying at present, but no manufacturer should take this for granted. Give complete information to the Department now. Jobbers in a position to give a close price on stock lines for which there is a strong demand would also be in line for this business.

Many manufacturers have already put themselves in touch with the War Purchasing Office. All others should do so without any delay.

In this way the new system will be made efficiently operative from all standpoints.

Nor is it the intention of the Department, according to Mr. Fitzgerald, to give out information concerning orders which have been placed. This, he contends, leads to dissatisfaction in some cases, and to higher quotations for future requisitions in others. This phase of the situation emphasizes still further the importance of each manufacturer keeping closely in touch with Mr. Fitzgerald's department. It may be stated, however, that among the articles which have already been purchased through the new Department are: Nails, matches, miscellaneous tools, steel forges, helmets and steel wire rope. Further, it may be stated that at the present time there are a number of substantial orders in the tentative stage. Perhaps **you** are in a position to supply some of the material covered in these orders pending. Make your capacity known.

Extending Scope of Orders.

However, dealing with the requisitions as they are received from the War Office is only one phase of the word of the purchasing department. There is another, which is in a sense even more important, and that is in bringing to the attention of the Department the possibilities of Canadian industry in relation to the needs of the British forces. It is in this connection that the visit of Sir Thomas Shaughnessy to England takes special significance.

Mr. Fitzgerald is in regular communication with the War Office. Information is being constantly sent forward as to supplies which can be readily secured. Manufacturers individually must strengthen his hand in this regard.

Mr. Fitzgerald was asked as to whether any steps were being taken to secure supplies of raw material to make up orders—as, for instance, cloth for uniforms. His reply was that, so far as he knew, nothing was being done. Canadian manufacturers will have to stand on their own feet in securing raw material. It is not the intention of the Purchasing Department to assist in this respect.

The scope of the C. P. R. War Purchasing Department in placing orders has not been clearly defined. It does not include shells—the shell situation will be dealt with in a later article—and it is officially reported not to include

(Continued on Page 49.)

A WORD TO MANUFACTURERS.

Every manufacturer in Canada who is turning out a product which classifies with any of the articles which have already been purchased for the needs of the armies of the Empire, or who believes that he is making or could make an article which could be put to such use—at a fair competitive price—should communicate with the new purchasing department established in Canada by the British War Office in conjunction with the Canadian Pacific Railway. Such information will be used whenever possible to extend the field of purchasing in the Dominion. All manufacturers who are seeking war orders should make sure that their names are on the lists of the purchasing department of the C. P. R. or the new war order branch thereof recently established.

Jobbers may also be in a position to figure on certain lines of supplies when manufacturers cannot meet the requirements readily, but it would appear to be the intention to figure prices closely.

A list of articles already purchased in Canada for the War Office will be found elsewhere in connection with this article.

Address,
E. FITZGERALD,
War Purchasing Department, C.P.R.,
Windsor Street, Montreal.

What Is Fair Profit on Fruit?

Ontario Retailer Discusses Article in Last Week's Grocer—Tells His Method of Pricing Fruit —"Brother Grocers" Invited to Confer Through This Paper—Capital Ideas on a Timely Topic—Does He Get Enough Profit?—July Turned Into a Big Month.

Written for Canadian Grocer by One of the Livest Retailers in Eastern Ontario.

ONE subject touched on in last week's Grocer as well as in some previous issues is certainly of real interest to the average Canadian grocer, and is perhaps worthy of furtber discussion in your columns, "getting a profit on tbe fruit end."

Some methods brought up in last week's discussion, it seems to me, would be made more valuable if more detail were given. Grocers working away from wholesale centres are up against certain problems that the city retailer has not to meet. Tbe average country town retailer never sees the fruit he buys until it is delivered in bis store. How many berries should one order when he knows that if they come in good shape 15 crates can be sold, wbereas if they come in soft 5 crates is possibly too many? This is a daily problem during the berry season witb the retailer who must buy unseen goods. Such conditions as these make it very important for the retailer to get a business connection with reliable dealers and growers. We believe most of the sbippers belong to tbe reliable class and desire to use their retail grocer customers right if we retailers live up to our end of the business and use them right.

Adjusting Claims.

Tbe last pbrase is added because the writer believes that very often the reason it is hard to get a fair claim allowed is because many unfair claims are sent in. Don't exaggerate in making a claim. If fruit arrives in poor condition—sell to best advantage, report loss if possible in detail. Do not claim a crate of berries "all mouldy" wben you mean 8 or 10 boxes were in that shape.

One dealer mentions "counting all oranges" to arrive at true cost. This plan looks good, but it strikes me not one in 500 grocers would find time to carry it out. Can we not in some way strike an average in arriving at a fair profit. Again, what percentage gross should we put on say, oranges or grape fruit or pineapples anyway? I have seen "fair profit" mentioned a number of times but a statement of real percentage usually added I've not seen mentioned.

Let's be candid, "Brother Grocer" (as a Canadian Grocer ad. sometimes puts it), and say what we do in this matter. Take oranges, for example.—How do you price them? For years this store has at all times possible stayed by 3 prices—30, 40, 50c doz. When oranges are reasonable, 216 are 30c, 176—40c, 126—50c. To-day our list reads, 250—30c, 200—40c,— 150—50c. Are these prices about yours? Are we above or below you?

Lining Up Fruit Orders.

But we are all handling more Canadian grown fruits than anything else just now so let's discuss that side of the fruit business. You have some methods, probably, that would be an improvement on ours, but as I don't know your's, I'll just have to say a little about our own.

Practically every dollars' wortb of Canadian fruit we buy direct from growers and tbus get it in freshest possible condition. We believe careful ordering earns a big part of the profit on fruit and in trying to do this we follow certain lines. One thing is this—during the season lists are kept headed: Strawberries, cherries, raspberries, etc. We try as far as possible to get orders ahead for a day to suit customer. If the order is from Mrs. Jones for red cberries for Tuesday of next week, that goes down on the cherry list. If Mrs. Jones merely asks about cherries and will see again about ordering, a note to that effect is made. These names of possible customers are a splendid help if fruit is moving rather slowly on some perhaps wet day. The definite orders are a great help in getting at quantity required for a day.

We have found it real economy to telegrapb orders rather than mailing them in. The telegraph works so quickly that from the way fruit is moving you can judge ratber closely a possible carry-over and can figure next day's requirements accordingly.

Sell fruit in quantities to suit customer. When she wishes just a half basket, divide it by weight. You can find a customer for the other half.

Is This Enough Profit?

Put enough profit on your fruit to cover possible loss of a basket or two. Then do your very best not to lose a basket. On basket fruit we try to figure a 33 1-3 per cent. profit on our cost, including express. On berries we have never been able to reach this figure and profit varies from 1½c to 3½c per box.

Be on friendly terms with your "Brother Grocers." They are just as anxious to make a living out of their business as you are out of yours and by phoning them you can usually see to it that in an informal way that your prices are not very far apart.

We believe the fruit season offers opportunities for extra sales that we get no other season of the year. Tbe so-called quiet July has with us for years been the biggest month of the year. People come to us looking for fruit whom we hardly see at other seasons. We try to sell them extras, like sugar and sealers, and yes, sometimes get extra grocery orders just for the asking. Yes, reader, our clerks (just like yours probably) don't always remember to try for tbat extra sale—yes, sometimes the boss forgets too. We all forget and fail sometimes, but that's no reason why we should not try to try every time.

A TIME-WORN QUESTION.

"Is there anything else?" This is a time-worn saying that some sales-clerks use so often tbat it has got to be a babit. They repeat tbe words so many times a day that they even forget to notice whether the customer says "yes" or "no" or gives any answer at all.

Now, just by way of variety, why not ask some different question, or, better still, suggest something that you tbink will interest your customer?

Handing out some article or otber asked for is not salesmanship; it is "automatonship." Selling goods is a science, whicb has to be learned just like any other science, and the beginner wbo does not put his heart and soul into it, who does not studiously employ his time with it, will never become a master of his subject; he will never even matriculate in it.

Just remember tbat most people who come a-shopping are open to receive suggestions. Study your goods so that you can talk intelligently about them and be able to give worthwhile suggestions, when called upon to do so, in such a way that they will appeal to the customer. Then when you total up your sales at nigbt, you will be surprised at the large increase in the business, and you will have the gratification of baving impressed your customers with your ability as a salesman and your interest in tbeir needs.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

Plans for the merchants' picnic to be held on July 22, at Chrystal Beach, on the St. John River, indicate that it will be an enjoyable outing, and there is every reason to expect success. A committee of 100 are engaged in arranging the event, including a large number of grocery men. Among the latter are: John M. Vanwart, M. E. Grass, Walter Gilbert, James Gault, Jas. Collins, Wm. Brown, H. G. Harrison, J. P. McBay, W. H. Dunham, E. M. Rowley, F. E. Williams, R. C. Walker, D. M. White, Jarvis Purdy, Fred. McMulkin, H. C. Chase, D. J. McPherson, J. W. Parlee, W. S. Vaughan, P. McIntyre, C. S. Philps, Thos. Rippey, H. Coleman, and others. N. C. Cameron is secretary.

The death of David H. Nase, for many years engaged in the grocery business in North End, occurred this week, in his 67th year. He was a native of this city, and, after graduating from the St. John Grammar School, became engaged in the grocery trade. He later became a member of the firm of P. Nase & Son, grocers, remaining in business with his brother, Leonard T., in that concern for some time. In 1895 he established himself in a business in Main Street, which he conducted until about a year or so ago. He enjoyed the esteem of a large body of friends. Mr. Nase was active in civic affairs, having been a member of the common council at one time, and occupying the position of trustee with the School Board up to his death. He was postmaster at Indiantown up to the time he died, and also warden of St. Luke's Episcopal Church. In politics he was a Liberal. His wife, one son, one daughter, five brothers and two sisters survive.

Ontario.

W. Henderson, of Toronto, has sold to Thomas H. Clee.

Mr. P. T. Dean is to reopen the Maple Leaf Grocery at Goderich.

A horse belonging to Mr. W. J. Perry, of Parry Sound, and valued at $150, backed over a dock and was drowned.

The merchants and clerks of Galt enjoyed their first summer half holiday of the season last week.

Western Canada.

After an illness lasting over six months, Harry G. Nivin died at his home in Edmonton on Sunday, July 4. He was the manager of the Edmonton Produce Company, a well known Edmonton firm, which he started fifteen years ago, immediately on his arrival to this city from Montreal, where he was born.

Two years ago he was injured in an automobile accident, never fully recovering from the effects. A few weeks ago he went East for treatment, but without result.

The late Mr. Nivin, well known in this city, leaves a wife and mother, who reside in Montreal; four brothers—Thomas, of Toronto; Fred, of Victoria, B.C.; Dr. Nivin, of Jasper Park, Alberta; and J. N. of Saskatoon.

The stock of the estate of P. Oretzki has been sold.

R. A. Knight, who had a general store in Woodworth, has sold to S. W. Burton.

MONTREAL GROCERS' PICNIC.

(Continued from page 41.)

during these hard times. Mr. Ethier, representing the wholesalers, recommended the grocers to be careful. If they gave the necessary attention to business, they would pass through the war easy enough. There was no danger of things getting worse; the "worse" had passed. Alderman Lapointe had his picture taken with Pierre Hervieux, aged 85, the oldest man on the grounds.

All the speeches were felicitous and short. At the conclusion, games were resumed, and the singing portion of the company took their stand in the rear, supplying further selections from Faust, and other popular airs. The games over, dancing begun, which continued until close on six o'clock, at which hour the "White Star" returned up the river, reaching Montreal at 9.30.

On the Side.

Who was the grocer who rushed up to the wharf as the "White Star" moved away? She was three-quarters of an hour late anyway.

A number of grocery travellers drove to the grounds in their automobiles.

Joseph Ethier, one of the judges, was in the right place for catching the ladies who won the races. There was no getting past him.

Blanche Lanier, daughter of the provincial president of the R.M.A., won the first prize in the 75-yard race for girls of 12 years or over.

The 200-yard course was the shortest ever seen in the history of the world.

The pine leaves were of great assistance to those who could not run. Running shoes were not allowed.

R. H. Ecclestone, Eastern manager of "Canadian Grocer," came third in the race, which was open to tout le monde.

Messrs. Filion and Ludger Gravelle were so taken up with the selections from Faust while the races were on, it was necessary to send over a special messenger to draw them away to duty.

J. O. Levesque, traveller for Chaput Fils & Co., said he had been following these picnics for nearly half a century, and had never missed one.

L. P. Plamondon, representing E. B. Eddy Co., who goes to most every picnic, was there.

Messrs. Bertrand and Grenier represented Hudon, Hebert, Limited.

Who was the man with the Kelly hat who sang Faust so sweetly, and who offered every lady on the boat two dollars to dance with him?

THE REFRIGERATOR A MONEY-SAVER.

(Continued from page 37.)

F. G. & C. G. Hamilton, Port Credit, Ont.—"The refrigerator is a paying investment and a necessity. We could not carry on our business without one."

* * *

W. A. Austin, Alliston, Ont.—"Every grocer should have a refrigerator especially if he handles butter to any extent. We have one that holds about 4,000 prints and another one for displaying in the store."

* * *

J. A. McKenzie, Fort William, Ont.—"For perishable goods a refrigerator is a paying investment. Ours is a display refrigerator which shows the goods attractively and keeps them in good condition. With one there is much less danger of loss and damage."

* * *

"Our refrigerator," states F. E. Weese, North Vancouver, B.C., "is a great saver of butter, preventing it from getting soft and old, and is of great value to any grocer in saving perishable foods."

Molasses and Spices Higher

The First in Montreal—Second in Toronto—Tea Prices Very Stiff—Sugar Higher in Extreme East and Alberta—Currants Very Firm — Only Indifferently Good Apple Crop.

Office of Publication, Toronto, July 15, 1915.

THERE is a big demand all at once for canned vegetables and also for canned fish. Tomatoes, corn and peas; salmon and the like are all having an exceptionally good sale just now. In the case of the latter, salmon, this is selling the more freely because as the season for the new pack draws near, higher prices are regarded as certain. Levels which at present reign have done so for the past eight or nine months and have shown no depreciation, and it is not to be expected that prices will be as low during the next year as they have been during the past; therefore, the retailers in the country are wise in buying up canned salmon to a marked extent. With regard to canned vegetables, the likelihood of the arrangements of a holding company for canned goods men will mean higher prices to some extent at any rate; retailers are also getting in their buying early before the price changes are made. Consequently canned vegetables are moving very quickly just now and at very advantageous prices. Prices, nevertheless, are something higher than they were three or four weeks ago.

The phrase to use in regard to the tea market at present is that it is "marking time." It is true that week by week it is stiffer and few weeks pass without some advance at the auctions being recorded, but nevertheless tea buyers are going somewhat slow on the theory that with the present high prices nothing will be lost by pursuing a hand-to-mouth policy. On the other hand supplies are so limited in London, Colombo and Calcutta that the comparatively small individual demand is all to the good. If everybody were wanting tea in big parcels at present prices, tea would indeed be away up. There is, however, as we say, a distinct disposition to hold off buying except when absolutely necessary in the hope that the tea market may show easier prices. The cables of late, however, have been stimulating and have tended to knock this idea on the head. The strength of India-Ceylons and the cables from London and Colombo week by week, are not at all reassuring to the man who hopes to see lower tea prices. So long as the war is continued it is feared we cannot see any recession, but rather an advancement in levels of tea. We have gone very fully into the reasons for this before and they are not altered any; war risks, lack of freights, Russian and French buying—these are things which are making tea as high as it is quoted at present.

Some little time ago we told our readers that rice was considerably firmer, this firmness has disappeared now, however. It will be remembered that the reason was a lack of freights and anticipated difficulty with regard to getting rice into the country. Nevertheless, judging by market prices and market conditions, both at home and in New York, the apprehension to be felt on these accounts has vanished because at present rise is steady. This is partly due to the fact that the disposition of the trade is to hold off for the new crop movement and in the meantime old stocks are sufficient to eke out. Foreign demand too is very quiet.

Our quotations on spices are somewhat higher this week. For some time, as we have pointed out, the market has been exceptionally firm, and while we do not guarantee that these prices are not rather high, still they may have been rather low before and thus we strike an even bargain. It is the old difficulty of lack of freight. Whenever spices—pepper, cream of tartar and other things do arrive at New York, there is such a big demand for them that any temporary easement which their arrival occasions is forthwith offset by the fact that the amount which has arrived is so very small in comparison to the large demand.

New Brunswick reports an advance in cream of tartar.

Sugar is up 10 cents in Alberta, round Edmonton. One corporation in New Brunswick has advanced its levels too.

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—

Scarcity in navels.
Good demand for lemons.
Strawberries sell well.
New potatoes down.
Lettuce a glut.
Scarcity of turnips.

PRODUCE AND PROVISIONS—

Roast ham higher.
Backs up a cent.
Fractional decline in butter.
Lower levels in cheese.
Eggs remain unchanged.
Broilers being cleaned up.

FLOUR AND CEREALS—

No change in flour.
Cereal prices being cut.
Rolled oats higher.
Mill feeds unaltered.

FISH AND OYSTERS—

Fresh fish very quiet.
Mackerel in fair demand.
Gaspe salmon getting scarce.
Demand good for dried fish.
Haddock and cod plentiful.

GENERAL GROCERIES—

Tea up two cents.
Canned goods higher.
Molasses crop small.
Strong rice market.
Almonds and walnuts strong.
Cream of tartar higher.

ONTARIO MARKETS.

FRUIT AND VEGETABLES—

Most shipments light.
Strawberries very plentiful.
Raspberries selling lower.
Blueberries now in.
Beets up in price.
New cabbage lower.
Potatoes show easier tendency.

PRODUCE AND PROVISIONS—

Backs up slightly.
Lard prices lower.
Uncertain feeling in cheese.
Poor quality eggs.
Butter easier though unchanged.
No change in honey.

FISH AND OYSTERS—

Salmon a trifle firmer.
Big demand for mackerel.
Haddock and cod selling.
Germany and Norwegian fishing.

FLOUR AND CEREALS—

No improvement in trade.
Oats show spasmodic activity.
Hand-to-mouth trade in feeds.
New crop looking well.

GENERAL GROCERIES—

Very firm tea market.
Noteworthy price changes.
Prune market strong.
Rice dull and neglected.
No change in sugar.
Firmness in currants.

QUEBEC MARKETS.

Montreal, July 15.—Business generally is reported as somewhat better. Many lines have received quite an impetus. Wholesalers still report collections good. It is still noticed that even though the demand is quite strong in some lines, the buying is not large.

Canned goods have been advanced by some wholesalers as a result of the con-

summation of the holding company. Several wholesalers are now quoting tomatoes at 90 and 87½ cents and corn at 82½ and 80 cents. It is very difficult to say what turn this market might take but conditions seem to point to higher prices before fall.

Reports from Barbadoes state that the molasses crop is smaller than at first stated, and will probably not exceed 30,000 puncheons, as compared with 110,000 last year. Still further advances in price are expected momentarily.

It is not entirely a surprise to see that India and Ceylon teas have again advanced 2 cents per pound. The opinion of the trade generally is that a still further increase will take place. The reasons for the increase which seem to be the increased consumption in several centres are reasons that will not be removed for some time, if ever.

SUGAR.—There is a fair hand-to-mouth business. The consumption has been increasing, but there has been no incentive to speculate. The stimulus which business received last week seems to have slackened off a bit. Stocks generally are said to be small. There is room for some big buying if the raw market takes a turn up. There is always a good possibility of the British or French Governments buying up refined, which would send the price up.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—The general market is very strong and there is a feeling among prominent tea men that the trade will see even much higher prices before long. Some dealers still believe that there will be a tax on tea before the war is over, but it is early for any speculation along that line. Colombo and Calcutta report another advance in India and Ceylons of a penny per pound. The only reason ascribed is the increased consumption, not only in Russia but in England and France. Lowest grade China blacks are still 100 per cent. above last year, the lowest quotation being 21 cents. Advices are that there will be no decrease in prices this season and many in the trade strongly believe there will still be advances. Japan teas opened up about the same price as last year, but are firming up having advanced one cent Monday. The leaf is of excellent quality this year.

DRIED FRUITS.—Currants are still reported as being very scarce. Currants, raisins and figs all advanced last week and have maintained the increase. Dates are firm. Trade is much better the last two weeks in the opinion of one prominent importer. Business during the past two weeks has more than equalled the entire month of June. He believes that the worst is over. The outlook is that currants, Sultanas and figs will all advance, as no more can come from Turkey for at least two years.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 08½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	....	0 07½
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 14
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 14
6 crown, 12 lb. boxes, fancy, layer, lb.	....	0 13½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 11½	0 14
Valencia, selected	....	0 09
Valencia, 4-cr. layer	....	0 09½
Cal. seedless, 16 oz.	....	0 11
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 16 oz.	....	0 1[illegible]½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Almonds and walnuts maintain the recent increase and the outlook is that there will be still higher prices. On cable advices from Sicily, filberts are up, but the market here has not yet been affected. During the past year the trade has been handling some California walnuts which seem to have given satisfaction. The crop of Californian walnuts this year is expected to be an excellent one, both for yield and quality.

Almonds, Tara	....	0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14½
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 36	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	0 30	0 32
Pecans, large	0 18	0 21
Brazils, new	0 16	0 18
Peanuts, No. 1, 12½c; No. 2	....	0 09½
Peanuts, No. 3	....	0 08½

MOLASSES.—The market is very strong. Supplies are practically unobtainable. If reports from Barbadoes are correct, molasses is due to go up another 2 cents, possibly more. The crop at first reported at 35,000 puncheons will probably not exceed 30,000, as compared with 110,000 last year. Wholesalers are now paying 26 cents which allows them a very small profit at present prices. It is stated on good authority that it would be no surprise if the first cost would jump to 50 cents. Wholesalers' stocks on the whole are very small, barely enough to fill orders. It is hinted that it may be impossible to get any further supplies other than those now on the way. Maple sugar has advanced 2c. now selling at 15 cents, and the supplies are largely held by two leading firms. All of this is being sold in the Western States which are coming into the Canadian market on account of the short crop in Vermont. Canadians will not pay the present price.

	Price for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 51	0 42
Barrels	0 54	0 45
Half barrels	0 56	0 47

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 30
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Maple Syrups—	
New, pure, per 8½ lb. tin	0 75 0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15
Maple sugar, pure, per lb.	0 15

SPICES.—Carroway seeds have advanced this week to 18 to 20 cents, and the market is strong. Cream of tartar maintains last week's increase to from 45 to 55 cents. The general market is firm.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—45-55c.			
Ginger, Cochin	—0 19	——	——
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 26	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 18	0 20
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	....	0 19½
Pimento, pure	....	0 17

DRIED VEGETABLES.—Beans have advanced 5 cents a bag in car lots. This is on account of short supplies. There is a possibility of the price going higher. Shippers in Ontario are cleaning up their stocks. New beans come in in the early part of October.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 25	3 30
Yellow, per bushel	....	3 50
Yellow eyes, per bushel	....	3 50
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	2 85	3 00
Peas, split, bag, 98 lbs.	....	5 25
Barley, pot, per bag	....	2 85
Barley, pearl	....	4 50

ONTARIO MARKETS.

TORONTO.—In view of the reasonable prices which we quote in our fruit market report, it is interesting at this time to look into the conditions with regard to the apple crop. The second crop report issued by the Fruit Commissioners' Branch of the Federal Department of Agriculture says that the Ontario apple crop will be much less than

that of last year, that of British Columbia slightly less, and that of Nova Scotia very much more.

In the Western Ontario district it is doubtful if the crop harvested will equal half of that of last year. East of Toronto this year's crop will be inferior to last year's. North of Lake Ontario apples suffered during May from frost, but in Prince Edward County there is a fair prospect. Eastern Ontario shows a good average crop of Snows and McIntosh. Orchards within two miles of the water in the Georgian Bay district will have a medium crop, but those farther back will fall off by three-quarters.

In New Brunswick the crop promises to be very heavy, and also in Nova Scotia, despite an apple scab which is developing. The crop in the Annapolis Valley may approach two million barrels, and although there has been a heavy drop, the crop is estimated to be 80 per cent. of a full crop.

The cherry crop in Ontario is reported to be 75 per cent. of last year. In British Columbia there has been an increased inland production, with a falling off at the coast.

It will be noticed by reference to our provision department that what is needed just now is some first-rate quality eggs. The complaint that new-laids are not up to top standard is as true of the States as of Canada. Undoubtedly buyers would be willing to pay a little more if they could get really good class stuff. In this connection readers will be interested in the special article on another page with regard to eggs and the "boycott" of Saskatoon.

SUGAR.—There is no advance to be reported this week. Strangely enough, as was the case at our last writing, other places in Canada show advances. One firm in New Brunswick and another in Alberta have raised prices 10 cents. Keen competition, however, tends to keep levels here somewhat lower than they really should be, for which the retailer, donbtless, is truly thankful. The market shows no change. Demand is only average, and the New York market is temporarily easier.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—We have heard no word at this writing of higher prices at the London or Colombo auctions, but merely the report that the market continues "stiff" and "very firm." An Exchange declares: "The cables of late have been generally stimulating, particularly from London and Colombo, where full prices are being secured. The strength of India-Ceylons is noted, as the competition from Russia and the United Kingdom has stiffened sellers' ideas. So long as the war continues it is feared that there will be no recession of consequence."

So far as the local situation goes, this week again there is some talk of higher prices. This simply bears out what Canadian Grocer has been saying for three months. We give it as our opinion that with present primary prices the tea importers who get their tea, pay for its coming and pack it, are losing money by selling to the trade at present levels. You can figure it out for yourself; there is no black magic in it. Tea cannot at present be bought and packed and carried for the price at which it goes to the retailer, much less leave any leeway for the tea man. We should not be surprised to see an advance in package teas at any moment.

DRIED FRUITS.—Currants are very stiff here, and, while we do not alter our quotations, these prices are to be regarded as firm. They are said to have been advanced in the primary market during last week. English advices show that the quantity of stocks which that country has taken from Greece for the past six months has been considerably larger than usual, and the result is that the carry-over supplies of old crop has been smaller than was anticipated. Australia reports that the currant crop has been a failure and that currants are being imported from Greece. Spot prices in the New York market remain unchanged. Indications here point to a very firm market this fall. The fact that Greece may yet join in the carnival of war is doubtless making a very stiff market. It is hoped that we may get some figs through from Smyrna this fall. Doing so largely depends upon the success of the allies in the Dardanelles; if it materializes early we shall import figs. If not—we shan't. Spot stocks of raisins are very scarce indeed, and a fair demand is being made for August and September shipment. This tends to firm up the market on futures. Buying of prunes for futures is going on to a marked extent. This is general all over the continent; so much so that stocks are dwindling, and we may see advances at no distant date.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 10	0 10½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	....	0 10

NUTS.—Practically all shipments of Brazil nuts for the present year have been finished, and it is claimed that our quotations are not high under the circumstances. All lines of Brazils are quite firm at present, and we do not look for easement. Almonds remain unchanged, though lower prices seem to be expected in view of the large crop which is estimated by California growers. Walnuts are quiet and only nominal business is being done in this line.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 37	0 38

SPICES.—We want to call the attention of readers to our advanced quotation on cream of tartar, peppers and pickling spice. There seems to be some difference of opinion as to the tightness of prices for spices, which is due to the fact that different importers have different levels. These prices endeavor to strike the medium. Two steamers arriving recently have eased up the situation on peppers, nutmegs and cloves, so that the New York market is quieter now for the present. Grinders are said to be fairly well supplied, though they have yet to anticipate future shipments. Pickling spice is up to 20 cents, though that is high enough.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 15
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 23
Cassia, ground	0 14—0 16	0 21—0 26
Cinnamon, Batavia	....—....	0 27—0 29
Cloves, whole	....—....	0 28—0 33
Cloves, ground	0 18—0 22	0 28—0 38
Cream af tartar	0 25—0 35	0 45—0 50
Curry powder	....—....	....—0 26
Ginger, Cochin	0 15—0 17	0 17—0 19
Ginger, Jamaica, ground	0 18—0 21	0 23—0 25
Ginger, Jamaica, whole	....—....	0 25—0 28
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 80—1 05
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	....—....	....—0 50
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	....—....	0 21—0 23
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	....—....	0 35—0 37
Pickling spice	....—....	....—0 20
Turmeric	....—....	0 18—0 20

CANNED GOODS.

It is reported that the holding company is an accomplished fact. The result of this, of course, means an increase in price. In fact, some wholesalers have already put tomatoes up to 90 cents, and corn to 82½c. These prices, it is stated, are on a parity with the price at which they can now be laid down at in Montreal. It is very difficult to foresee future prices, but one wholesaler expressed the opinion that tomatoes would reach $1 before Fall. Retailers' stocks have lost and are not heavy. Buying is strong, especially in country places in expectation of higher prices. Prospects for crop do not now appear to be good. Many small packers are not packing and the big canners are closing many plants. It is for these reasons mainly that higher prices are expected.

MANITOBA MARKETS.

Winnipeg, July 15.—Heavy rains at the end of last week, accompanied by much warmer weather, have assured a crop for Western Canada. "There is many a slip 'twixt the cup and the lip," of course, but an absolute crop failure is now beyond the range of ordinary possibility. Much interest was evinced lately as to the real significance of Sir Robert L. Borden's visit to Britain. Rumor is rife at the Grain Exchange that he is there to arrange with the British Government over bottoms to transport what part of Canada's crop is available for export. This is probably true, also it is stated on good authority that the Imperial Government will take over the entire Canadian output at a price. Whatever happens, Western business will be tied up with the crop movement to a greater extent than ever before. A tie-up of the grain would lead to a panic here.

As regards the past week in groceries, there is nothing new to report in price changes. Country business is excellent, city business fair. Demand for farm help is now rapidly thinning the ranks of the unemployed.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	6 60
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	2 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0.53
New Orleans	0.34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 26

DRIED FRUITS.—

Apples, evaporated, new, 50's		0 08½
Apricots, choice, 25's		0 14
Apricots, choice, 10's		0 14½
Apricots, standard, 25's		0 12
Currants—		
Dry clean		0 07¾
Washed		0 08¼
1 lb. package		0 08⅞
2 lb. package		0 17⅝
Vostizzas, bulk		0 10
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1 lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 07¼
Choice, 25-lb. boxes		0 07½
Choice, 10-lb. boxes		0 08½
Raisins, Muscatels—		
3 crown, loose, 25's		0 09
3 crown, loose, 50's		0 08¾
Raisins, Valencias—		
Fine selected		2 50
Four crown layers, F.O.S.		2 35
Choice seeded, lb.		0 11¼
Fancy seeded, lb.		0 11
12-oz. packages, fancy		0 08⅞
12-oz. packages, choice		0 08¾
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10¾
Fine		0 10¼
Prunes, in 25-lb. boxes—		
90 to 100		0 08¼
80 to 90		0 08¾
70 to 80		0 09⅜
60 to 70		0 10
50 to 60		0 11
40 to 50		0 11⅜
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 13
3-crown, 10-lb. boxes, per lb.		0 12⅜
Glove boxes, per doz.		1 00
Cooking figs, taps, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—

Rice and Tapioca—		
No. 1 Japan, per lb.		0 04¾
No. 2 Japan, per lb.	0 04⅜	0 04⅝
Siam, per lb.	0 03⅞	0 04
Patna, per lb.	0 07	0 07½
Carolina, per lb.		0 08½
Sago pearl, per lb.		0 06½
Tapioca, pearl, per lb.	0 06¾	0 06½

NUTS.—

Nuts—		
Brazil, new stock		0 15
Tarragona almonds		0 19
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice		0 10
Pecans		0 22
Marbot walnuts		0 14½
Sicily filberts		0 14¾
Shelled almonds		0 41
Shelled walnuts		0 41

DRIED VEGETABLES.—

Beans—		
Canadian, hand picked	3 85	3 95
Three-lb. pickers	3 55	
California Lima Beans—		
Bag lots		0 08½
Less than bag lots		0 08½
Barley—		
Pot, per sack, 96 lbs.		3 30
Pearl, per sack, 98 lbs.		4 30
Peas—		
Split peas, sack, 98 lbs.		6 00
Sack, 40's		3 02
Whole peas, bushel		2 90

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., July 15.—Okanagan cherries are arriving freely, ousting imported line to a large extent. Apricots from British Columbia due next week. Prunes are firmer and up half a cent. Business good. New Zealand butter is not over plentiful.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 36
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresh	26 c
Extra selected	22½c
Vancouver Island	26 c
Lard, 3's, per case	8 75
Lard, 5's, per case	8 67
Lard, 10's, per case	8 60
Lard, 20's, each	3 06
GENERAL.	
Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06¾c
Beans, Lytton	06¾c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, ball	$3 00
Evap. apples, 50's	08¾c
Flour, 49's, bbl.	7 75
Lemons, box	3 75 4 25
Potatoes, per ton	20 00
Rolled oats, ball of 80 lbs.	3 45
Onions, lb.	02 c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 45
Sugar, yellow, per cwt.	6 80
Walnuts, shelled, lb., 40c; Almonds	42 c
CANNED GOODS.	
Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20
SALMON.	
Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	19 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00
DRIED FRUITS.	
Apricots, per lb., 13½c; Apples, lb.	08¾c
Prunes, 70-80, 25's, lb.	08¾c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	07 c
White figs, per lb.	06 c

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, July 15.—Weather again is interfering with the country trade, making difficult the state of the roads. Beans are hard to obtain; Ontario beans of poor quality. All space on import steamers booked by East two months ahead, according to report. Cause probably a shortage of Oriental products, namely, peanuts, tea and rice. Lately imports of Old Country goods to hand are a surprise. They don't show any great increase in price.

Produce and Provisions—		
Cheese, new, lb.		0 21¾
Butter, creamery, per lb.		0 30
Butter, dairy, No. 1, 20c; No. 2		0 16
Lard, pure, 3's, per case		9 00
Lard, pure, 5's, per case		8 95
Lard, 10's, per case		8 90
Lard, pure, 20's, each		2 93
General—		
Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	3 90	4 15
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09	0 09¼
Potatoes, per bush.	0 35	0 60
Rolled oats, 20's, 80c; 40's		1 60
Rolled oats, bail, $3.55; 8[illegible]		3 15
Flour, 98's	3 40	3 55
Rice, per cwt.		3 85
Sugar, standard gran., per cwt.	7 65	7 75
Sugar, yellow, per cwt.		7 25
Canned Goods—		
Apples, gals., case		1 50
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen		2 10
Plums, Lombard		2 20
Peaches		3 25
Strawberries, $1.45; raspberries		4 90
Tomatoes, standard, per dozen		2 50
Salmon, sockeye, 4 doz. talls, case, 1s		7 50
Cohoes, 1's, $5.75; bumpbacks, 1's		4 35
Fruits—		
Lemons		4 50

ALBERTA MARKETS (CALGARY).

Calgary, Alta., July 13.—Raspberries are worth $2.25, blackberries $2.50, and Loganberries $2.75 per crate. Lemons are up 50c to $6. Apples are down 10c. Cheese is offering at 20c. Prunes are up half a cent. Back bacon is now worth 19½c. Eggs and dairy butter very plentiful; local creamery butter being shipped

to Australia. New British Columbia apples are commencing to arrive by express; produce from local market gardens now in great quantity; prices are not very satisfactory to grower.

Fruit—		
Blackberries	....	2 50
Strawberries, crate, 24 pints	....	3 00
Raspberries, crate, 24 pints	....	2 25
Cherries, 8-lb. box	....	1 25
Cantaloupes, crate	....	5 00
Oranges, case	....	4 75
Lemons, case	....	6 00
General—		
Beans, small white Japan, lb.	....	0 06½
Beans, Soya, per lb.	....	0 04¼
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail	....	3 70
Rolled oats, 80s	....	3 30
Rice, Siam, cwt.	....	4 00
Potatoes, No. 1 white, B.C., bushel.	....	0 75
Sugar, pure cane, granulated, cwt.	....	7 65
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	....	0 20
Butter, No. 1, dairy, lb.	....	0 18
Eggs, new laid, doz.	....	0 20
Lard, pure, 3s, per case	....	9 00
Lard, pure, 5s, per case	....	8 93
Bacon, smoked backs, per lb.	....	0 18½
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 55
Corn, 2s, standard, case	....	2 10
Peas, 2s, standard, case	....	2 10
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48xls, per case	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears ,choice, 25s, per lb.	....	0 14

SASKATCHEWAN MARKETS.

(By Wire.)

REGINA, Sask., July 15.—Ideal weather exists throughout the province, and all reports indicate that the crops are making satisfactory progress. Warm weather, much needed, is now general, and this together with occasional showers has done much to hasten the growth of the grain, which was put back slightly owing to the cool weather of a few weeks ago.

Market situation is favorable. An advance of about 7 or 8 per cent. has taken place in all jams, and a corresponding advance has occurred in canned goods in the east. Currants are one-half cent higher. Rolled oats, are a little lower at $2.93. Wholesalers are paying eighteen cents for dairy butter. Cheese is lower at 18⅞-19c. Fruit is coming in well. Lemons are lower at $4.25. Black currants are selling at $3.75. Other quotations are preserving cherries $1.90. Watermelons, $9. California onions, 3½; new potatoes $1.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 17
Cheese, per lb., large	....	0 18⅞
Eggs, new laids	0 12	0 15
Lard, 3's, per case	....	8 90
Lard, 5's, per case	....	8 85
Lard, 10's, per case	....	8 80
Lard, 20's, each	....	2 90
General—		
Beans, Ontario, per bushel	....	3 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 80
Apricots, per lb.	....	0 12
Evap. apples, 50's	....	0 08⅞
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard, gran., per cwt.	....	7 44
Sugar, yellow, per cwt.	....	7 04
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 39
Broken beans, 2's	....	2 55
Beans	....	2 2[illegible]
Corn, standard, per 2 dozen	....	2 28
Peas, standard, per 2 dozen	....	2 28
Plums, Lombard	....	2 28
Peaches	....	3 21
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	....	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 55
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 50
Fruits and Vegetables—		
Apples, fancy, box	....	2 25
Grapefruit, per crate	....	4 50
Sweet potatoes, per crate	....	4 50
Lemons	....	4 25
Oranges, Valencias	4 25	4 75
Pineapples, case	....	4 25
Potatoes	....	1 00
Potatoes, new	....	1 00
Celery	....	0 11
Preserving cherries	....	1 90
Watermelons	....	9 00
California Onions	....	0 03½
Dried Fruits—		
Currants, per lb.	....	0 09⅛
Prunes, 70-80, 25's, lb.	....	0 10½

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., July 15.—Sugar market is strong and dealers are looking for advances soon. United Empire is up 10c, and that is the only local change. No changes in flour market. Cream of tartar is still higher at 47-50c. No arrivals from France, and stocks are about exhausted. Currants are 8¾-9c. American pork much lower at $24.50 to $27.50. There is an easier market on pure lard at 13¼c to 13½c. New cheese is slightly lower at 18-18½c. Eggs are firmer. Supplies a little scarcer, 22-23c. Quality of butter is rather better. Supplies of all kinds native greengoods offering for ready sale. Prices fairly easy. Strawberries are worth 11-12c, and getting cheaper. They are fairly plentiful. General business is fair.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, barrel	24 00	25 00
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 50	27 50
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 26	0 28
Butter, creamery, per lb.	0 29	0 31
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11¾
Lard, pure, per lb.	0 13¼	0 13½
Cheese, new	0 18	0 18½
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 85
Flour, Ontario	....	6 85
Rolled oats, per bbl.	....	7 25
Oatmeal, standard, per bbl.	....	8 00
Fresh Fruits and Vegetables—		
Lemons, Messina, box	....	7 60
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Strawberries	0 11	0 12
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 44½	0 45
Cream of tartar, per lb., bulk	0 47	0 50
Currants	0 08¾	0 09
Rice, per cwt.	4 25	4 50

THE NEW MACHINERY FOR WAR ORDERS.

(Continued from Page 42.)

other munitions, but this seems likely to be altered. The Department has wider powers apparently than have yet been announced. As a guide to what the Department may be in a position to purchase, the orders placed since the war broke out will serve an admirable purpose. It must be recognized, however, that this list may be extended as Canada's productive abilities are recognized. The last list published by the Colonial Office included:

1,000,000 bayonets and scabbards
1,900 tons cordite
4,500,000 fuses
16,500 tons sulphuric acid
100,000 rifles
78,000 sets accoutrements
42,667 ammunition boxes
25,000 bandoliers
150,000 brass brushes
200,000 shaving brushes
5,000,000 pounds candles
257,700 mess tins
267,000 picks
50,000 picketing posts
200,000 picketing pegs
120,000 shovels
108,000 fur sleepers
3,000 aluminum stock pots
45,900 doses tetanus anti-toxin
3,000 crossing timbers
500,000 water bottles
11,627,000 pounds bacon
15,883,000 pounds cheese
20,446 tons flour
79,000 pounds fowl
177,000 tons of oats
4,036,000 pounds preserved meats
3,120,000 pounds dried vegetables
2,000,000 bags of oats
2,500,000 boot laces
103,000 great coats
500,000 jackets
500,000 trousers
25,000 coats
512,000 yards white flannel
1,000,000 cap comforters
1,040,000 cardigans
100,000 cholera belts
500,000 cotton drawers
1,600,000 woollen drawers
150,000 fingerless gloves
80,000 pairs woollen mitts
200,000 pairs leather mitts
950,000 pairs worsted socks
25,000 pairs lumbermen's socks
50,000 pairs long socks
200,000 woollen undervests
20,000 pairs rubber boots
1,068,000 flannel shirts
100 pairs shoe packs
200 tons brass strip
259 travelling kitchens
2,000 wagons
50,000 horse collars
11,000 sets saddlery
36,000 sets artillery harness
41,000 saddle blankets
95 000 pairs wire traces
300 miles cable
91 tons copper rod

TRADE NOTES.

The estate of A. J. Stewart of Owen Sound has assigned to E. C. Spereman.

Four special trains were chartered to accommodate the monster crowds which attended the Regina Retailers' picnic to Regina Beach on July 14.

Mr. C. C. Mowry, secretary-treasurer of the City Dairy Company, Toronto(who has been in the General Hospital for the last eight weeks, has so far improved as to be able to return to his home.

Mr. Robert M. Larter died at his residence, Toronto, yesterday, aged 66. He was born in Durham county, but had been a resident of Toronto for forty years. For 25 years he was proprietor of the Common Sense Manufacturing Company.

WANTED

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers in the country. Exceptional opportunity for high-grade men with real selling ability. For particulars, write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

Raspberries and Blueberries Selling

Both Markets Now Have Good Supplies—Cucumbers Lower—Lettuce a Glut on the Market—Strawberries Waning; Cherries Big Seller—Red and Black Currants Now on Market.

MONTREAL.

FRUITS.—Oranges remain at 4.50 but are very scarce. There is a better supply of late Valencias than of California navels. There is a good demand for lemons on account of the hot weather. The price remains unchanged. The demand for strawberries is also good. Several new fruits have come on the market this week. Raspberries have come on at 18 cents, gooseberries at 10 cents; the latter are large and of fine quality. Red currants have also arrived and are selling at 50 cents. Black currants are expected by next week:

Apples—		
New apples, basket	....	1 75
Bananas, crate	2 00	2 25
Cocoanuts, sack	....	4 00
Grapefruits, case	....	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Lemons—		
Messina, Verdelli, extra fancy, 300 size	....	3 50
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	4 50
Pineapples, 18-24 and 30-36	2 25	2 50
Peaches, box	....	1 50
Plums, box 4 baskets	1 75	2 00
Raspberries	....	0 18
Red currants, per basket	....	0 50
Gooseberries	....	0 10
Strawberries, per qt. cup	....	0 10
Cherries, 6-qt. baskets	....	0 50
Cherries, California, 11-qt. basket	....	0 80
Cantaloupes, box of 45	....	4 00
Apricots, box	....	1 50
Watermelons, each	....	0 40

VEGETABLES. — This week sees more Canadian produce on the market. Montreal wax and green beans have come on and are selling at $1.50 per bag, and Montreal cabbage at 75 cents per dozen. New potatoes have dropped to 2.75 per barrel. New Montreal potatoes are selling at $1 per box. Tomatoes are also down from 13 to 11 cents. Probably the most notable feature of the market is the abundance of parsley and the poor demand. While parsley is quoted at 10 cents, it can be bought at almost any price. This may also be said of lettuce.

Turnips are very scarce. There are new ones coming on the market at 25 cents per dozen.

Asparagus, Canadian, doz. bunches	2 50	3 00
Beets, new, doz. bunches	....	0 50
Beans, wax , Montreal, per bag	....	1 50
Beans, green, Montreal, per bag	....	1 50
Cabbage, Montreal, per doz.	....	0 75
Carrots, bag	....	1 50
Carrots, new, doz.	0 30	0 50
Cauliflower, Canadian, doz.	1 50	2 00
Cucumbers, fancy, doz.	....	0 40
Horseradish, Canadian, lb.	0 10	0 15
Head lettuce, doz.	....	0 25
Curly lettuce, 4 doz.	....	0 25
Mushrooms, 4 lbs., basket	....	2 50
Onions—		
Bermuda, 50-lb. crate	....	1 50
White, Texas, crate	....	1 50
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 10
Peas, sack	....	1 25
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, bag	....	0 65
Green Mountain	....	0 65
New, bbl.	....	2 75
Radishes, doz.	0 05	0 15
Rhubarb, hothouse, doz.	0 20	0 25
Spinach, Canadian, box	....	0 40
Turnips, bag	....	2 50
Turnips, new, doz.	....	0 25
Tomatoes, Mississippi, crate, 4 baskets	....	1 25
Tomatoes, hothouse, lb.	....	0 11
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—Shipments of all kinds were rather light to the fruit market this week, in comparison with others. Strawberries, of course, led in point of quantity, but were not nearly so heavy as a week ago, and the bulk sold at 8c to 8½c per box; a few going at 9c and 10c, while some closed out at 7c.

Raspberries sold at 15c, 16c and a few at 17c, while those of inferior quality went at 12½c per box. There were some choice ones sent in.

There were scarcely any black cherries on the market, the sour variety also being lightly shipped and selling mostly at 50c to 60c per 11-quart basket, a few going at 40c.

Blueberries were a slow sale at $1.25 to $1.40 per 11-quart basket.

There was another car of apples selling at $1.65 per hamper. A car of Valencia oranges at $4.50 per case.

There was a car of Valencia oranges, selling at $4.25 to $4.50 per case, and a car of canteloupes, selling at $4.25 to $4.50 per case. Most fruits are getting slightly cheaper week by week now as a plethora arrives. Raspberries are new; only a very few having gotten in before this week. Cantaloupes are up a quarter to $4.50, blueberries so far have proved a slow seller.

Apples, new, imported	1 50	1 75
Apricots, Cal., box	1 35	1 50
Bananas, per bunch	1 65	2 00
Blueberries, box	0 12½	0 15
Blueberries, 11-qt. basket	1 25	1 40
Cocoanuts, sack	4 00	4 25
California cherries, box	2 50	2 75
Cherries, case, imported	2 25	2 50
Cherries, Can., 11-qt. basket	0 50	0 60
Cherries, extra choice, black	0 85	0 90
Cherries, sweet, white	....	0 50
Currants, red, box	0 05	0 06
Currants, black, 6-qt. basket	0 75	0 80
Cantaloupes, case	4 25	4 50
Gooseberries, small, 11-qt. basket	....	0 30
Gooseberries, large, 11-qt. basket	....	0 75
Grapefruit, Cuban, case	4 00	4 50
Oranges—		
California Valencias	4 00	4 50
Lemons, new, Verdilli, box	4 00	4 50
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 50	2 75
Pears—		
California, box	2 00	2 50
Pineapples, Porto Rico, case	....	3 25
Pineapples, Cuban	2 75	3 00
Plums, box	1 50	2 25
Strawberries, qt. box	0 05	0 09
Watermelons	0 30	0 40

VEGETABLES.—Beets are up this week. There is a big demand and so far supplies have not been adequate. We quote 20 to 30 cents. Wax beans have declined and top price now is $1. Green beans are cleaned up. New cabbage is lower by 50 cents. Old carrots are off the market; new stuff is unchanged, but there is not much demand for carrots at present. Hothouse cucumbers are down and we quote 75c to 90c. There is quite a big call for mushrooms, and our figures are firm. All onions are easier notwithstanding the good call there is for them. Supplies are heavy. Green peas are down to 25-35 cents. Potatoes all round show an easier tendency and Delawares are lower by 10 cents. Tomatoes—for which the trade is calling loudly—are up again. Lettuce is cheap and a glut on the market. Vegetable men can't get rid of the stuff. Business is fair; it has been a little down this week.

Asparagus, Canadian, baskets	1 00	1 50
Beets, hamper, doz. bunches	0 20	0 30
Beans, wax, hamper	0 75	1 00
Cabbage, new, crate	0 75	1 25
Cauliflower, hamper	1 50	1 75
Cabbage, bush.	0 40	0 50
Carots, new	0 20	0 25
Carrots, new, hamper	2 50	3 00
Cucumbers—		
Slicing, hothouse, basket	0 75	0 90
Hampers	1 70	1 90
Egg plant, doz.	....	2 00
Mushrooms, 6 qt. basket	1 50	1 60
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
American	1 00	1 10
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Green peppers, basket	....	0 60
Green peas, Can.	0 25	0 35
Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Carolina, bbl.	....	5 00
Potatoes, new, hamper	2 20	2 50
Parsley, basket, 11-qt.	0 15	0 25
Radishes, doz.	0 10	0 20
Tomatoes, Mississippi flats, 4-bkt. carriers	0 85	0 90

(Continued on page 53.)

Scotch Herrings Very Scarce

Stocks Nearly Depleted Till New Stuff Comes Along — Big Demand for Mackerel — Gaspe Salmon Coming in Smaller Quantities From Now on—Usual Summer Demand For Fresh Fish.

MONTREAL.

FISH AND OYSTERS.—The trade in fresh fish is very quiet and is expected to continue so in the hot weather. Mackeral is in fair demand and the market is well supplied. Haddock and cod are plentiful with a fair demand. Smoked eels are now in demand, and supplies are expected to come in well this week at about 13 to 14 cents.

Gaspe salmon will come in smaller quantities from now on as the season is nearing its close. Most fishermen take up their nets before July 15th. Scotch herrings are very scarce, stocks are about depleted. The new crop is expected next month and prices are expected to be high on account of the number of fishing boats being put out of commission.

The demand for dried and prepared fish is very good.

TORONTO.

FISH AND OYSTERS.—There is nothing very new in the fish market nowadays. Fish of all kinds is having a very brisk sale. This is chiefly due to the hot weather and the demand for fresh salads, the natural accompaniment to which is fish. Salmon is a trifle firmer though we do not alter prices. We understand that there is a scarcity somewhere in the offing. Haddock and cod are getting their usual heavy quota of business and show no change in prices. Mackerel is firmer. There has been a big demand for mackerel this last couple of weeks. All lake stuff is getting lots of business. Whitefish, trout, herring, eels, perch and the like are in constant call. Eels are selling well in response to a big demand though the market is well supplied. Smoked fish is getting fair business.

So far as European markets are concerned we quote from the New York Journal of Commerce:

"Germany is especially active in the Norwegian market and is said to be trying to corner all the stocks they can in both the salt and fresh fish line. As a result, the Norwegian packers have been finding it difficult to secure fish for canning. The situation has become so serious, it is claimed, that the government is considering placing an embargo on the export of some varieties of fish.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	...
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	....
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	...
Smoked boneless herrings, 10-lb. box	1.10	...
Kippered herrings, selected, 60 in box	1.50	1.25
Smoked salmon, per lb.	.25	.12
Smoked halibut	...	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	...
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	...
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	...
Steak codfish per lb	.04-.04½	.09
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	...
Smelts	.09	.05
Herrings, per 100 count	3 00	...
Round pike	.05-.05½	...
Grass pike	.06	...

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 50
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cans, each	0 40	....
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 00	8 00
Live lobsters, small	0 15	0 18
Live lobsters, medium and large, lb.	0 20	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 —12	9½—10
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, each	15 —16	18
Steak, cod, fancy express, lb.	5½— 6	0 08
Herrings, Gaspereaux	2	....
Flounders	5	0 07
Salmon, Western	15 —16	—18
Salmon, Eastern	16 —18	—22
Roe, Shad, each	....	1 50
Bluefish, lb.	....	0 10

FRESH LAKE FISH.

Carp, lb.	0 07	....
Pike, lb.	0 07	0 07
Brook trout	0 24	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings lb.	0 04	0 07
Lake trout, lb.	0 11	9—10
Dressed bullheads	0 12	....
Eels, lb.	0 10	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12—13	....

FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, per lb.	.05½-.06	...
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round; lb.	.08	.09-.10
Pike, dressed and headless, lb.	.06 -.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half, bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 75—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
GrGeen cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

WINNIPEG.

FISH.—The market is well supplied with lines generally in use here. Fresh salmon is selling at 14 cents, halibut at 9 cents; other lines steady.

Fish—		
Fresh salmon, lb.	....	0 14
Fresh halibut, lb.	....	0 09
Pickerel	....	0 10
Whitefish	....	0 09
Finnan haddies	....	0 06½
Kippers, box	....	1 75
Lake trout, lb.	....	0 12
Holland herrings, kegs	....	0 73
Smoked gold eyes, doz.	....	0 30

Cuba is the greatest producer of cane sugar, not only in the Western hemisphere, but in the world. The total production of the Western hemisphere for the 1913-14 season amounted to 4,919,814 tons, of which Cuba produced 2,597,732 tons, or nearly 52 per cent. The total cane-sugar production of the world was 9,773,348 tons, and deducting 2,262,600 tons produced by India and locally consumed, it is seen that Cuba produces nearly 35 per cent. of the cane sugar that is available in the markets of the world.—Wall Street Journal.

First Quality New Laids Scarce

But General Egg Prices Are Low—Fancy Quality Eggs Are Hard to Get—Dearth is General—Cheese Prices Lower—Ducklings Now Selling—Backs Are a Trifle Higher.

MONTREAL.

PROVISIONS.—Higher quotations of 1c all round are noted on backs and roast hams have been advanced 2c to 3c. These changes are an indication of the improved demand of the recent warmer weather after a rather unseasonably cold spring.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boueless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Sboulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Sboulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	29 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12½
Tnbs, 50 lbs. net	....	0 13¼
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 13
Pails, tin, 20 lbs. gross	....	0 13
Cases, 10 lbs., tins, 60 in case	....	0 13¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 14½
Bricks, 1 lb. each	....	0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¼
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	13 75

BUTTER.—There is a fractional decline on last week's prices, 28¼ being paid at Cowansville, and 27½ at St. Hyacinthe. The market is steady with slightly lower prices which is due to the fact that there have been no outside enquiry for butter owing to high prices.

Butter—		
Finest creamery	....	0 30
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—Buying prices in the country have been lower in past week due to continued heavy supply and the lack of demand from Great Britain. Prices have varied during the week from 14 to 15 7-16 cents the latter price being paid at Campbellford. The outlook is for a steady market with liberal supplies.

Cheese—		
Old make	....	0 22
New make	0 17	0 18
Old specials, per lb.	....	0 22
Stilton	0 18	0 19

EGGS.—The selling prices remain unchanged. Buyers in the country report eggs a little scarcer but ample coming forward for local consumption. There have been no export enquiries this week owing to a decline in prices in the British market due to heavy arrivals of Russian eggs via Archangel and also Irish eggs. The general opinion is that more Canadian eggs will be needed for the British market and there will be a reaction. A considerable quantity of Manitoba and middle west eggs have arrived during the week. The quality is not so good as Ontario eggs but as eggs are sold at a lower price in the West there is a market here for them.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 17	0 18

POULTRY.—The poultry market is about the same as last week. Ducklings have come down to 19-20. Broilers are coming freely and there is a fair demand. Frozen stock is cleaning up well and there will be little left by Sept. 1st.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 16	0 18
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	0 75	1 00
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	....	0 16
Turkeys	0 15	0 16
Ducks, old	....	0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 19	0 20

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending July 10, 1915	18,191	96,359	25,016
Week ending July 11, 1914	17,758	82,296	9,521

TORONTO.

PROVISIONS.—Few changes have been recorded on this market this week. Backs are up one cent in response to stiffening demand. Lard prices have declined considerably, and we quote 11¾ to 12¼ for pure, in tubs. Compound shows no alteration. All cooked meats have a good demand.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 26
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 11¾	0 12¼
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09¼
Tubs, 50 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.	....	14 00
Live, per cwt., off cars	....	9 65

BUTTER.—The market shows an easier feeling here for the demand has let up slightly. There was a decline of a quarter of a cent in Montreal and the sentimental effect is bearish on our prices. Nevertheless we make no price changes this week. A decline is looked for, however, at an early date.

Butter—		
Creamery prints, fresh made	0 27	0 29
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Bakers', lb.	0 19	0 21

CHEESE.—The market is suffering from a weak uncertain feeling. Whether this is momentary or permanent remains to be seen, but on the strength of it prices have declined about a cent all around. The situation in all markets is easier, cables from England indicating that there is little export going on from this country at present. New York market has dropped heavily too. Meanwhile the supply is good and consistently large and we begin to think we are at last going to see lower prices in cheese.

Cheese—		
Old, large, per lb.	0 21½	0 22
Old, twins, per lb.	0 22¼	0 22¾
New, large, per lb.	0 16¾	0 17¼
New, twins, per lb.	0 17	0 17½

EGGS.—Western arrivals continue to exercise a bear influence on prices and these, though no lower, are distinctly easy. Lack of orders from England is

another weakening factor too. There is a way in which prices might be raised and that is if really fine quality eggs were supplied. There is said to be a dearth of these both here, in the West and over in the States. Quality is not keeping up; if it were buyers might be tempted, perhaps, to pay a little more. The great bulk of the supply consists of average, prime and lower grades, however, for which trade is dull.

Eggs—		
Specials (in cartons), doz.	0 24	0 25
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 18	0 19
Cracked	0 16	0 17

POULTRY.—There is a steadiness in the market for broilers just at present because they are being cleaned up. Ducklings are worth 13 to 15c, and there is a limited demand for them.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	15—18
Spring broilers	17—20	..—..
Old turkeys	16—20	.. ..
Turkeys	..—..	23—25
Ducklings	13—15	17—18

HONEY.—This market shows no change in price or condition.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 00
Comb honey, No. 1, doz.	3 00	0 00
Comb honey, No. 2, doz.	2 40	0 00

WINNIPEG.

PROVISIONS.—The provision market is fairly active, and though prices are a little lower than listed for the last few weeks, the market has a firm undertone. In fact, advances in cured meats and lard are likely to follow the hog market, which has taken a strong tone both here and at South St. Paul.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 20	0 23
Bacon—		
Breakfast, per lb.	0 18	0 21
Shoulders, per lb.	0 13	0 14
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 13½
Tubs	....	6 88
Pails	....	2 77
Cases, 5s	....	8 47
Cases	....	8 70

Butter is plentiful, and probably as cheap now as it is likely to go. The supply of cream is now at high water mark, and really warm weather has given the ice cream business a lift. Most suburban grocers find ice cream cones a profitable line during the summer months.

Creamery	0 25	0 26
Best dairy	0 18	0 20
Cooking	0 12	0 15

Eggs are still coming in large numbers, and are handled by jobbers at about 15 cents.

Eggs—		
New laid	....	0 15

There is a good supply of Manitoba cheese, which is selling at 15c to 16½c; well matured Ontario is in good demand, but scarce.

Cheese—		
New, large	....	0 17¾
New, twins	....	0 18
Manitoba	0 15	0 16¼

Poultry trade is very quiet.

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 50.)

Lettuce, leaf	0 15	0 20
Lettuce, Boston, head, small, doz.	0 50	0 60
Lettuce, Canadian, head, doz.	0 30	0 40

WINNIPEG.

FRUITS AND VEGETABLES.—New box apples are now on the market at $2.50 per box. Water melons are also in at $7.50 per dozen. Peaches are down to $1.75 per case. Other lines are steady. There are no changes this week in the vegetable list, but native grown stuff is more plentiful.

Apples—		
Washington	....	2 50
Apricots	....	2 00
Bananas, lb.	....	0 05
Cherries, per box (10 lbs.)	....	2 00
Lemons, Cal., case	5 50	5 50
Oranges, Valencias	....	5 00
Med. Sweets	4 25	4 50
Peaches	....	1 75
Plums, case	1 50	2 00
Pineapples, per case	....	4 00
Raspberries	....	3 00
Tomatoes, Florida	....	1 10
Watermelons, doz.	....	7 50
VEGETABLES.—		
Potatoes, car lots, bushel	....	0 50
Potatoes, small lots	....	0 75
Onions, Washington, sack	....	2 00
Onions, Australia, sack	....	3 00

WHAT THE DISCOUNT RATES MEAN.

Canadian Grocer has on many occasions referred to the manner in which some merchants, without good reason, take advantage of full time on invoices, and thus impose heavy burdens upon their businesses. The merchant who takes full time on his bills usually works against a heavy disadvantage. A recent issue of The Credit Men's Journal refers to "What the Discounts Mean," and states as follows:

"The merchant who takes advantage of the full time on his invoice imposes a severe burden upon his business. The following examples show what that burden is:

"(1) One per cent in 10 days in a 30 day bill means 18 per cent. per annum. Example: Invoice $1,000, 30 days net, 1 per cent. for cash in 10 days. If the merchant pays in 10 days he receives $10 cash discount, which, in effect, is the interest the wholesale house pays him for the use of $1,000 for the 20 days unexpired time. This is at the rate of 18 per cent. per annum, for the interest on $1,000 for 20 days at 18 per cent. is $10.

"(2) Invoice $1,000, terms 60 days net, 2 per cent. for cash in 10 days. Discount $20, unexpired time 50 days, interest equivalent 14 4-10 per cent. per annum.

"(3) Invoice $1,000, terms 6 months net, 6 per cent. for cash in 30 days. Discount $60, unexpired time 5 months, interest equivalent 14-4-10 per cent. per annum.

"(4) Invoice $1,000, terms 4 months net, 4 per cent. for cash in 30 days. Discount $40, unexpired time 3 months, interest equivalent 16 per cent. per annum.

"(5) Invoice $1,000, terms 6 months net, 6 per cent. for cash in 60 days. Discount $60, unexpired time 4 months, interest equivalent 18 per cent. per annum.

"The above few examples will show what a heavy disadvantage the retailer works against when he takes full time on his bills. He could borrow money to discount his purchases and make 6 per cent. to 10 per cent. on the transaction besides keeping his business in hand better than he possibly can when he owes a large number of wholesale houses."

PIE CULTURE.

(By Peter McArthur.)

An article published some days ago in which I mentioned the fact that the cherry pie was at one time considered the supreme test of a housewife, or rather, the test by which it might be discovered whether a girl was competent to be a housewife, has brought me a good story from Dr. Hugh MacCallum, of London. According to him the cherry pie plays a much wider part than I suggested in the life of the New England States. He says:

"At a medical banquet which I once attended our great Dr. Osler, of Oxford, stated that Dr. Weir Mitchell, of Philadelphia, had once put his culture to the final test. Dr. Mitchell, who was present nodded gravely.

"'He gave me a piece of cherry pie to eat and watched me while I ate it.'

"Once more Dr. Mitchell nodded.

"'And,' continued Dr. Osler, 'I ate it to his entire satisfaction.'

"Dr. Mitchell applauded enthusiastically."

Naturally the assembled medical men wanted to find out how a cherry pie should be eaten for the test was one that any of them might be obliged to face at any time.

"All we could learn," said Dr. MacCallum, "was that he ate it with a spoon and that he rejected the pits."

This information contains the possibilities of much further discussion. It will be news to the eaters of factory-made pies and even to housekeepers who are making their own cherry pies during this cherry season, that the cherries should always be used with their pits. Also the writers of books of deportment must record the fact that in the case of the cherry pie the fork must give place to the spoon. But the most important fact is that no matter how a cherry pie is eaten it is the best pie that is made.

Rolled Oats Slightly Higher

In Montreal, But Not in Toronto—Flour Export Business Consists of Enquiries Only—No Orders Materialize—Several Cereals Slightly Lower—No Change in Mill Feeds.

MONTREAL.

FLOUR.—Winter wheat flour market is unchanged from last week and buying is from hand to mouth in job lots. No changes have taken place in spring wheat prices, though the market is a little stronger. Stocks being held are being slowly depleted. Another month to six weeks will likely finish them; this is the opinion of the millers. There is practically no buying. It is difficult to foresee future prices but it is reported on good authority that the British Government has practically control of the new crop which promises to be a big one and the consequence is that they will probably do their utmost to keep prices down to the legitimate level. If this report is correct and the British Government are able to do this it would no doubt result in lower prices than have existed.

Manitoba Wheat Flour—	Per bbl. of 2 bags	
First patents	....	7 10
Second patents	....	6 60
Strong bakers	....	6 40
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 30	6 50
90 per cent. in wood	5 90	6 10
90 per cent., in bags	2 75	2 85

CEREALS.—The cutting of prices which has been going on is pretty well stopped with the result that oats are higher although many sales are reported as still being made at $2.90. Our quotation to the retailer is up to $3.25 to $3.35.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15
Rolled Oats—	90's in jute.	
Small lots	3 25	3 35
25 bags or more	3 15	....
Packages, case	....	4 50
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled Wheat—	100-lb. bbls.	
Small lots	....	3 80
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 60
Rye flour, bag	....	3 20
Barley, pot	....	2 75

FEEDS.—There is nothing new in the situation or prices.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR AND CEREALS.—There is no improvement visible yet in the flour trade and nothing to justify the opinion that one is on the way, or at any rate within visible distance. Export and domestic trade are equally bad. It is true that there have been a few more cable bids but they are still a good deal below our selling levels, and these enquiries don't materialize as transactions. Of course the situation is being affected by the position of wheat and crop prospects.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 40
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	6 00
90 per cent.	6 00	5 80
Straight roller	5 80	5 60
Blended flour	5 80	5 80

CEREALS. — Oats have displayed some activity of a spasmodic nature. Barley has not been inactive though trading is light. The whole list of cereals, however, is comparatively quiet. We have struck the slow season and can't expect much else.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 80	2 90
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 00	3 20
Rolled wheat, 100-lb. bbl	3 85	4 60
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—Bran is the only busy spot and in it there has been no excess of trade to shout about. Demand is small. The only phrase the feed men know is "hand-to-mouth."

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 00
Shorts	27 00	28 00
Middlings	30 00	32 00
Wheat moulee	....	30 00
Feed flour, per bag	1 85	1 90
Oats—		
No. 3, Ontario, outside points	0 65	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG.

FLOUR.—The flour trade is very dull, the mills are doing nothing, but supply hand-to-mouth orders, as country dealers expect cheaper flour later on. Export business is slack; rolled oats are down to $3.10 for 80-lb. sacks.

Flour—	
Best patents, per bbl.	7 60
Bakers'	6 50
Clears	5 60
XXXX	4 50
Rolled oats, 80 lbs.	3 10
Cornmeal, 98 lbs.	2 25

FLOUR NEWS AND VIEWS.

In an interview with Canadian Grocer as to the situation in the flour market at present Mr. H. T. Jamieson, of the Canada Cereal and Flour Mills, said that the present dullness was, in his opinion, only a lull. It was temporary, not permanent. He pointed out that on the whole flour men had had a very good winter.

Canadian Grocer understands that a scheme of reconstruction of the Canadian Cereal & Flour Mills, has been arranged by Mr. H. T. Jamieson, C.A., as receiver and manager, appointed by the court last year to carry on the business. During the last two years, the affairs of the company have been administered under the direction of the court. During the last year the company's trade and position have been very materially improved, and are such as to warrant the reorganization of the company on a considerably reduced and proper and sound capitalization.

This scheme of reconstruction has been approved by the court, but, first of all, the court procedure—which requires the advertisement of the properties under judicial sale—must be followed. If no offer or scheme that would be more beneficial to the estate is filed with the court, the one now being worked on will go through. In any event, it is certain that the affairs of the company will be carried on, and it is confidently expected that Canadian Cereal & Flour Mills, Ltd. will have a successful future.

Success does not go to the man with the most opportunities. It goes to him who makes the most of what chances he has.



ON GUARD



Just as the Brave Highlanders at the Front are guarding our interests, so is our Scotsman guarding your interests in the Quality of your Cereals. He symbolizes Loyalty and Protection for Pure Food.

Rally to the Sign of Quality.

WRITE US FOR QUOTATIONS ON THE FOLLOWING

RAINBOW FLOUR
KING OF PATENTS FLOUR
GOLDIE'S STAR FLOUR
GOLD SEAL FLOUR
LILY FLOUR
WHITE DOVE FLOUR
ECHO FLOUR
PURITAN FLOUR
GRAHAM FLOUR
WHOLE WHEAT FLOUR
SHORTS
MIDDLINGS
BRAN



TILLSON'S PREMIUM OATS
TILLSON'S "SCOTCH" HEALTH BRAN
TILLSON'S "SCOTCH" FINE CUT OATMEAL
BULK ROLLED OATS
PAN DRIED OATS
ROLLED WHEAT
CORN MEAL
SPLIT PEAS
FARINA
BROSE MEAL
POT BARLEY
PEARL BARLEY
CALFINE

QUALITY—Then Price, That's TILLSON'S



We Are Large Exporters

Wire or cable us when in the market for any line handled by an up-to-date milling plant. Help to keep the money within the Empire



Canadian Cereal & Flour Mills, Limited

Cable Address: "CANCEREAL" TORONTO, CANADA



A County Fair Re-born

A story of how a town secured an attendance of over 14,000 people in two days.

—W. A. Craick has investigated the why of the regeneration of one of the local country fairs of Canada, which was about to be closed up by the directors as a hopeless case. A diagnosis was held and before it was declared a corpse modern resuscitation methods were to be tried.

—The result was a happy one. An attendance of less than **4,000 was turned into 14,000,** and the gate receipts grew rapidly to the surprising figures of $10,345.09 instead of $1,760 on the previous year. Now how was all this done?

—The story of the means employed is well told in the **July issue of the Farmer's Magazine**—the brightest farm paper now reaching the Canadian farm areas.

—Every director of a fair and every merchant who believes in getting people into his town should read a copy of this journal.

—Moreover other articles of interest are given under the following heads:—

A 135-Acre Farm Spends Thousands.
Home-Canning for Profit.
Making Broiler Returns Pay.
The Nuisance of a Big House.
The Business of Dairy Farming.
Furnishing the Living Room.
Zebu Cattle in Brazil.
Sources of Prosperity—The Silo.

And many other features, with nearly 100 photographs, while the cover design suggests country life comforts

Send for a copy at once.

TWENTY CENTS A COPY — TWO DOLLARS A YEAR

MacLean Publishing Co., Limited - Toronto, Ontario





A delightful change from the continual breakfast of Bacon and Eggs—

Yes, she'll surely appreciate your suggestion if you make it Brunswick Brand. Most housewives know the appetizing goodness of

Brunswick Brand Sea Foods

for luncheon or dinner. But for breakfast—well, now, that IS a capital suggestion.

Why not mention it to your customers to-day? There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary facilities for packing them than in our up-to-the-minute, pure food plant. There are various ways of serving each brand that will easily take away the monotony of everyday "bacon and eggs."

Check off the brands most suited to your trade and get your wholesaler to supply you to-day.

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited
BLACK'S HARBOR, N.B.



For Over Thirty Years The Leader

Shirriff's True Vanilla stands supreme among vanilla extracts. No other equals it in sales in Canada. And no other equals it in quality, a fact which every progressive grocer knows.

Shirriff's True Vanilla owes its superior bouquet, strength and flavor to the special Shirriff process which the choicest real Mexican Vanilla beans undergo. No one has successfully imitated this process, because the process in its entirety is known only to the proprietors. It is not for sale. The makers of



Shirriff's True Vanilla

place a guarantee on every bottle as a token of their faith in their product. It also serves as a good talking point in selling. But most discriminating housewives know about Shirriff's True Vanilla, and are glad to buy it. If you are not selling this famous extract, place an order right soon. No enterprising grocer should be without a stock of this splendid selling line.

Imperial Extract Co.
Steiner and Matilda Streets
Toronto

The Three Features You Insist Upon

in a product, and especially in macaroni, are combined most effectively in

L'ETOILE
(Star)

and

Hirondelle
(Swallow)

Made from the choicest of Manitoba Hard Wheat.

Manufactured here in Canada under the most sanitary conditions and scientific principles.

Advertised extensively wherever the public eye and attention can be obtained.

Could you ask more of any product? L'Etoile and Hirondelle are the macaronis particular people prefer. Why not make sure they know you can supply them?

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs	4 50
King's Food, 2 doz to case, weight 95 lbs	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

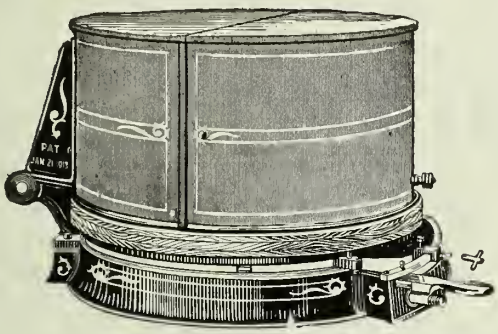
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

MADE IN CANADA



The CANADIAN Closed



Patented
Dec. 24, 1912
Jan. 21, 1913

The CANADIAN Open

The wedding of Economy and Accuracy has taken place in the production of this, the most accurate, simple and economical cheese-cutting and weighing device ever offered the grocer.

It's the Canadian Cheese Cutter

With the Canadian Cheese Cutter, cheese can be cut by weight, ¼, ½, ¾ and pound slices, as well as by money value, 5c, 10c, 15c, etc., with the use of but one operating lever. No figuring to set the cutter for operation.

The Canadian is the only cutter manufactured in Canada which has the cabinet attached —it is a part of the cutter. This combination increases your profit, protects your cheese from flies, dust and other contamination, and attracts the cheese-buying trade to your store.

The Canadian pays for itself many times over, by saving overweights, scraps, and drying out.

Takes up less counter or refrigerator room, and saves the expense of buying a separate cabinet.

A BETTER CUTTER FOR LESS MONEY.

Write to-day for full particulars, prices, etc., of the Canadian.

If your Wholesale Grocer cannot supply you, write us.

Sold through the Wholesale Grocery trade.

The Computing Cheese Cutter Company

WINDSOR, ONTARIO

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS



With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Keep Moving

It is a physical fact that to *stand still* is more tiring than to *keep moving*. Inaction is enervating. Movement is stimulating.

Protect yourself against business inertia by the advertising movement. Retain your customer's confidence by a continued show of strength. *Keep moving* and advertise in

CANADIAN GROCER
143-153 University Ave., TORONTO

Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s. B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs.	$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weight 17 lbs., retail each $1.50.	13 00
Pint (1 doz. case), weight 29 lbs., retail each $3	25 00
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 75
Gallons, each, retail each $20	17 15

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

WalterWoods & Co.
HAMILTON

Fresh Fruits
for the Summer Holidays

California Bartlett PEARS
PEACHES
PLUMS

GEORGIA PEACHES in 6 Basket Crates.

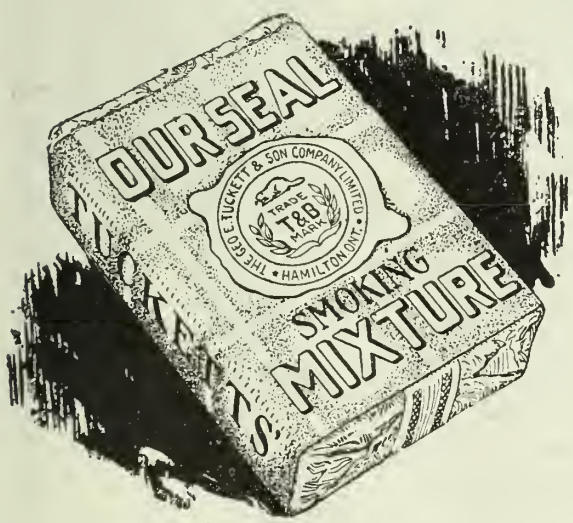
JERSEY TOMATOES in ½ bushel Crates.

POTATOES WATERMELONS
BANANAS ORANGES LEMONS
and LIMES

All the Local Fruits and Vegetables in abundance.

White & Co., Limited
Dealers in Fancy Fruits and Wholesale Fish Dealers
Branch at Hamilton TORONTO

MILD, NON-BITING
Smooth Smoking—Fragrant



Tobacco-using Canada has taken "Our Seal" to their "Jimmy" pipes in a way that says infinitely more than mere words of praise.

This new blend of tobacco is delightfully mild and fragrant, the result of much experimenting during a period of some six years.

You should have this popular package tobacco in stock for your customers who are "in the know." *Ask your wholesaler.*

TUCKETT LIMITED, Hamilton, Ontario



"Good Business"

We sell you Pure Extracts, not because we want to get a step nearer Heaven, *But* because it is "Good Business" for us to do so.

When we sell you Pure Extracts we know that you will be fully satisfied—There will be no "come-back."

Your customers will appreciate the quality and strength of Pure Extracts. *You* will get more trade and *our* business will develop.

We want your trade and want it so keenly that we will fight to protect your interests—not from charitable motives, but because it is "Good Business."

White Swan Extracts are in a class by themselves and it is Good Business for you to handle this brand.

White Swan Extracts are absolutely pure, above the Government Standard, and uncolored. We seal every bottle with a Government Warranty that protects you and your customer.

Order through your jobber or direct

Lemon
Vanilla
Orange
Raspberry
Strawberry
Apple
Apricot
Almond
Banana
Allspice
Cinnamon
Clove
Coffee
Ginger
Ratafia
Quince
Sassafras
Sarsaparilla
Spruce
Red Rose
White Rose
Violet
Maple
Lilac
Heliotrope
Chocolate
Hickory Nut
Peppermint
Nutmeg
Pineapple
Peach
Pear
Wintergreen
Blackberry
Black Currant
Red Currant
Cherry
Pistachio
Nectarine
Greengage
Celery

White Swan Spices and Cereals, Ltd.

156 Pearl St., TORONTO

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chatean Concentrated Soups, 95c.
Clark's Chatean Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savourense, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90
List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Cauister	4oz. Rouud Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 35c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinuamon	0.90	0.90
Cinnamon, 1 oz. Fag-ots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Wiu-dow front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Siugle cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enauiel (cold water), per case	3 00
20 lbs., Benson's Euamel (cold water), per case	1 50
Celluloid—boxes contaiuiug 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches— Canada Laundry— Boxes about 40 lbs.	.06
Acme Gloss Starch— 1-lb. cartous, boxes of 40 lbs.	.06¾
First Quality White Laundry— 3-lb. cauisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss— 1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying

KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited

ST. CATHARINES

DOMESTIC FRUITS

We receive large consignments of all varieties fresh every morning.

Raspberries and Cherries

are the two leaders for this week.

IMPORTED FRUITS

We bring forward only the finest quality obtainable.

Watermelons Canteloupes
Peaches Pears Plums Apricots
Oranges Lemons Bananas

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH and NORTH BAY

KNOX GELATINE PAYS REAL PROFITS



Every time you sell KNOX GELATINE you make a better profit out of the retail price of fifteen cents per package than you can make on other kinds, and you can sell it oftener, sell it *faster,* sell *more of it* to *more people.* KNOX GELATINE is the *popular* gelatine, the *best known,* the *most advertised,* the biggest and easiest seller and the most profitable to you, either by the single sale or the year's business. *Push its sale, keep it displayed!* You can make more even than you are making now.

CHARLES B. KNOX CO., JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada

White-Cottell's
PURE MALT VINEGAR

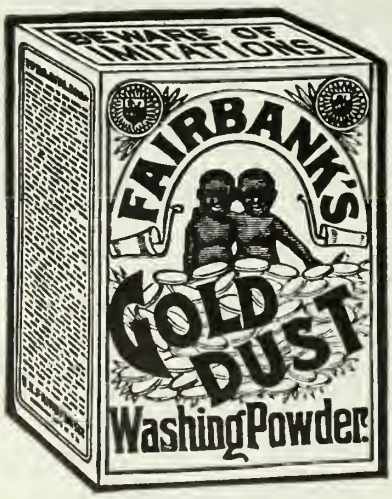
CAMBERWELL, LONDON, ENG.

THE . . . . PERFECT PICKLING VINEGAR

¶ Keeps its colour.
¶ Fully up to strength.
¶ Makes the Pickles nicely crisp.
¶ Retains its keeping qualities.
¶ Imparts the genuine Malt flavour and aroma.

CANADIAN AGENTS:
Nelson, Shakespeare & Watkins, Limited, Vancouver, B.C.
Ruttan, Alderson & Lound, Limited - Winnipeg
L. A. Gastonquay, 60 Bedford Row - - Halifax, N.S.

GOLD DUST



You can put GOLD DUST into almost every order, if you'll just mention it. You don't have to "talk," our extensive advertising keeps GOLD DUST so well known the sales are waiting for you.

THE N.K. FAIRBANK COMPANY
LIMITED



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

The Erie Co-Operative Co.
Limited
of Leamington

control the output of the largest and best growers of hothouse and field vegetables and fruits:—

CUCUMBERS
TOMATOES
MELONS
PEACHES
CABBAGE
POTATOES
STRAWBERRIES
GREEN PEAS
CAULIFLOWER
EGG PLANT
PEPPERS
ONIONS, ETC.

and sell direct to the trade, from small lots to car lots. Fresh goods at right prices. **Write us.** Special quantity quotations on Canadian Cabbage will be made at present.

Daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through —NOW.

Lemon Bros.
Owen Sound, Ont.

For Your Particular Customers Buy

"Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
Kelway Langport England
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES.
WRITE TO-DAY

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE — SAUCE MANUFACTURING business, including plant, formulae, etc. Box No. 100, Canadian Grocer, Toronto.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

WANTED

WANTED — SECOND-HAND COMPOSITE Can Closing Machine, for closing spice cans. Write to Box 102, Canadian Grocer, Toronto.

SMALL CASH REGISTER FOR CANDY counter; must be in first-class shape in every particular. Give style, make, and capacity. J. W. Burgess, Ltd., Bala, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 98, Canadian Grocer, Toronto.

WANTED — COMMISSION BROKERS IN grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

MISCELLANEOUS

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

Grocery Advertising
By Wm. Borsodi
It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.
ALL ORDERS PAYABLE IN ADVANCE.
PRICE $2.00
MacLean Publishing Co.
143-153 University Ave., Toronto

FINE FLAVOR

for summer desserts

MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.



OAKEY'S KNIFE POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS:

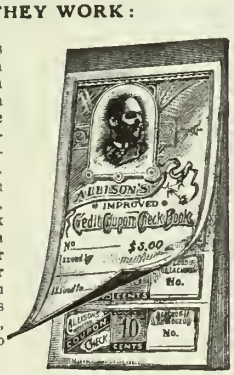
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.
Manufactured by
ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

High Honors Awarded to Libby's Food Products

Panama-Pacific Exposition

The Libby Exhibit at the Panama-Pacific Exposition embraced almost every conceivable variety of prepared foods. It was in direct competition with the foremost food purveyors of the entire world, and won the following verdicts on 101 varieties.

Grand Prize—Libby's Canned Meats
63 Varieties

Grand Prize—Libby's California Asparagus
(In cans)

Medal of Honor—Libby's Vegetables
(In cans) *9 Varieties*

Gold Medal—Libby's Evaporated Milk

Gold Medal—Libby's Salmon (In cans)
5 Varieties

Gold Medal—Libby's Mince Meat
2 Varieties

Gold Medal—Libby's Pickles
8 Varieties

Gold Medal—Libby's California Fruits
(In cans) *11 Varieties*

Highest Award—Imported Spanish Olives

These awards have been foreshadowed by the verdict of the entire American public which, for more than a generation, has accepted the name "Libby's" as a national standard of highest food quality.

Libby, McNeill & Libby, Chicago

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

TEA

ITS ACTUAL AND FUTURE PRICE

SINCE last August, the average increase in the price of Ceylons, Indians, and Chinas, has been 8 cents a pound. As a result, prices are to-day higher than they have been for the past 25 years.

Five reasons are responsible for this abnormal condition of the market. First and foremost is the sudden and considerable increase in the consumption of tea in Russia. At the beginning of the European War, the Russian Government having prohibited Vodka (Russia's national alcoholic drink), it was necessary to replace it by a temperance drink, that was a stimulant and was also adaptable to the rigorous climate of Russia. What beverage could have served this purpose better than tea? Then the widespread temperance movement in England is also an important reason. England, which has always been a tea-drinking nation, naturally chose tea in preference to all other drinks, when it came to cut off alcoholic liquors. The third reason is the order of the French Government prohibiting absinthe in France. The close relationship that exists at present between the French soldier and his English and Russian Allies who are drinking tea in the trenches has resulted in the adoption of tea as a daily thirst-quencher in the French Army and later by the civilians. That increased the demand that much more. The fourth reason is the loss of nearly fifteen million pounds of tea that went down with the ships sunk by the German Torpedo boats, and which resulted in that shortage in the visible supply of tea in the world's market. The fifth and last reason is a composite one: made of the increase in war risks, insurance, transhipment and the lack of transport facilities. If we consider that the production at the tea gardens is not increasing in proportion to the consumption, we must admit that the grocer faces to-day a most difficult problem that the future only can solve.

Will Prices Increase?

The prohibition of Vodka in Russia and of absinthe in France will be maintained all through the war. It is therefore evident that a large number of Russians and Frenchmen will continue drinking tea even after the ban has been lifted off their favorite drink, as they will have then acquired the habit for tea. As for the other factors, such as the different prohibition movements, the popular tea-parties in United States, the increased cost of transportation to this country, it seems evident that they are destined to participate in the maintenance of present prices, if not to increase them. Then keep in mind that Russia is limited in her buying, only by the lack of transport facilities: and that the day when she can communicate freely with the tea markets, the production will not be sufficient for her great consumption.

In the face of these events, we advise you to order now your requirements for the next few months. Be careful in buying because of the large quantities of poor teas offered at present.

You will always be assured of guaranteed quality if you order "Victoria" Ceylon and Japan Teas.

Yours truly,

LAPORTE, MARTIN, Limitee,

584 St. Paul St.,

Montreal.

TO ADVERTISERS

A

Allisou Coupon Co. 69
Anglo-B.C. Packiug Co. 9
American Can Co. 23
Armsley & Co., J. K. 3
Assignees Agents 68
Atlantic Sugar Refineries ... 1

B

Balfour-Smye & Co. 12
Barr Register Co. 14 15
Battle Creek Toasted Corn Flakes 22
Benedict, F. L. 68
Betts & Co. 13
Bickle & Greening 64
Borden Milk Co. 3
Brantford Computiug Scale Co. 18 19
Burrow, Stewart & Milne... 24

C

Canada Starch Co. 21
Canadian Cereal & Flour Mills Co. 55
Carr & Co. 60
Catelli & Co. 58
Clark, Ltd., W. 5
Classified Condensed Ads. ... 68
Cleave & Son 10
Codville Co. 24
Coles Mfg. Co. 25
Computing Cheese Cutter Co. 59
Comte & Cie. 68
Condy & Mitchell 8
Connors Bros. 57
Continental Bag & Paper Co. 9
Cowan Co.....Inside back cover
Crescent Mfg. Co. 69

D

Dominion Canners 7
Dominion Salt Co. 8

E

Eckardt, H. P., & Co. 63
Erie Co-operative Co. 67
Escott & Co., W. H. 16
Estabrooks Co., T. H. 23
Eureka Refrigerator Co. 25

F

Fairbank Company, N. K. ... 66
Fearman, F. W., Co. 64
Freeman Co., W. A. 8
Forbes & Nadeau 13
Furnivall-New 17

H

Hargreaves (Canada), Ltd. .. 9
Hillock & Co. 10
Horton Cato Co. 3

I

Imperial Extract Co. 57
Irish Grocer 68

K

Kearney Bros. 6
Kelway & Sons 68
Kuox Co., Chas. B. 65

L

Lake of the Woods Milling Co. .....Back cover
Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 70
Leeuw, Henri de 16
Lemon Bros. 67
Libby, McNeill & Libby 69
Lindners, Limited 20

M

MacLaren Baking Powder Co. Front cover
MacNab, T. A., & Co. 16
Magor, Son & Co. 26
Malcolm's Condensing Co.... 67
McAuley, W. J. 16
McCabe, J. J. 67
Measam, George E. 16
Millman, W. H., Sons 16
Miuto Bros. 21

N

Niagara Fruit Growers 13
Nugget Polish Co. ..... Inside front cover

O

Oakey & Sons, John 69

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd.... 16
Pinkham, J. W. 8
Pure Gold Mfg. Co. 11

R

Robinson & Co., O. E. 68
Rock City Tobacco Co. 4
Ruttan, Alderson & Lound, Ltd. 16

S

Salada 25
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 11
Smith & Proctor 13
Smith & Schipper 69
Stanway & Co. 16
Star Egg Carrier & Tray Mfg. Co. 26
Stirling & Young 16
St. Lawrence Sugar Refining 13

T

Tippet & Co., A. P. 2
Toronto Salt Works 68
Trent Mfg. Co. 68
Tucketts, Limited 61

U

Upton Co., T. 65

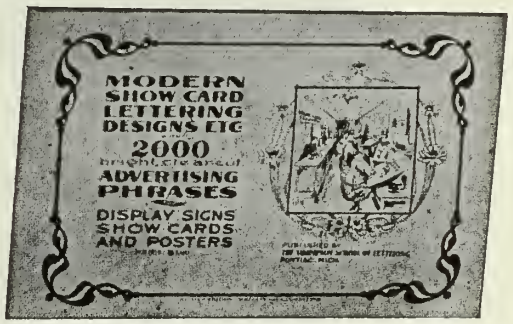
W

Walker Bin & Store Fixture Co. 4
Walker & Son, H. 65
Watson & Truesdale 16
Wellington Mills 69
Western Canada Flour Mills. 17
White & Co. 61
White, Cottell & Co. 66
White Swan Co. 62
Wiley, Frank H. 16
Woods & Co., Walter 61
Woodruff & Edwards 12

INCREASE YOUR TRADE

BY

Modern Show Card Lettering, Designing, Etc.



SIXTH EDITION---NOW READY

WITH THIRTY-TWO ADDITIONAL PAGES TO THAT OF FORMER EDITIONS

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

All orders payable in advance. If you do not find this book worth the price return it inside of five days and get your money back.

The price of the Book is $1.00 delivered to your address postpaid

Page size of book 6x9 in., 144 pages

The MacLean Publishing Co., Ltd.

BOOK DEPARTMENT

143-153 University Ave., Toronto

A Straight Talk from the Manager



How a Montreal Grocer gets his money's worth out of C. G.

Nelson Lalande, Charlevoix Street, Point St. Charles, Montreal, says:—

¶ "I have been taking the Canadian Grocer for a number of years, and look upon it as one of the essentials of the grocery trade. Its pages abound with ideas, which I am putting into practice right along. There is a section of the paper entitled 'How other grocers do things,' which is invaluable. Think of it, ten ideas of other grocers on how they bring business or save money.

¶ "It is very useful as a guide. Many times I have been pleased to read of systems in the Canadian Grocer which are being followed out in my own store. It is nice to know that one is doing things right.

¶ "In many cases I have taken advantage of tips as to market conditions, and have profited thereby. Only this week I read in the Canadian Grocer that a certain line of canned goods was being exported heavily. At once I placed an order at current prices in order to guard against an advance. I have used information similarly regarding sugar.

¶ "There are many French-Canadian grocers who can read English who ought to be reading the Canadian Grocer. They do not know what they are missing. Let me add that I follow the advertising closely. Not long ago I placed an order for dust-proof bin fixtures which I had seen advertised in this paper."

Service is the thing. Canadian Grocer keeps friends because it gives real service.

The Manager.



Little Miss "MAIDEN" CANADA

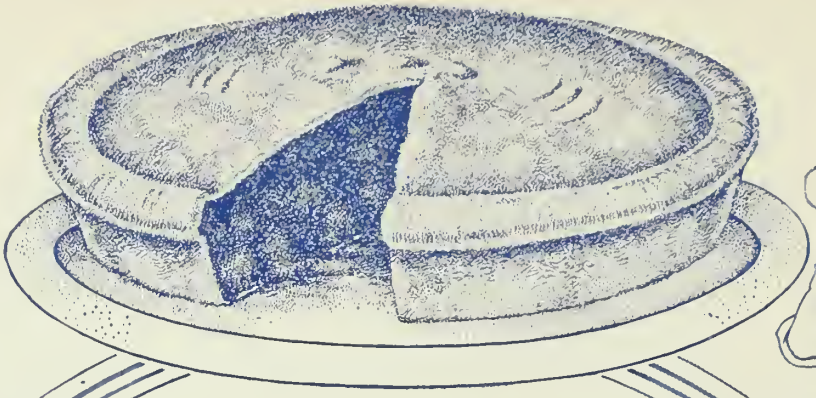
Registered

We have linked this "Little Lady" and every Canadian housewife's mind together.

They are ready to buy our cocoa and chocolate because we have proved that there is none better.

THE COWAN COMPANY, LIMITED

TORONTO







To Pry Open New Profits

The wedge of pie shown here is most excellent. Show us the woman who makes poor pies and you show us a poor consumer of flour. Her bag or barrel lasts longer than the successful pastry maker's. As a customer she does not increase your turnover as does the triumphant user of

FIVE ROSES FLOUR

NOT BLEACHED—NOT BLENDED

Pies and pastries are a luxury that FIVE ROSES has made a necessity in almost a million homes. A wedge from a FIVE ROSES pie opens up new profit opportunities to the wide-awake retailer. The best way to increase profits is to sell a flour that *automatically* increases your turnover—a flour that rouses every baking instinct in the ambitious housewife.

The FIVE ROSES habit is the consumer's happy march from one baking success to the next—bread, and cakes, and pastry. The index in the FIVE ROSES Cook Book gives all the delightful details. The flour that coaxes the *first-time* customer and compels the *repeat,* isn't that the flour for YOU to sell?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto, Ottawa, London,
St.John, N.B., Quebec, Sudbury,
Keewatin, Calgary, Vancouver,
Fort William, Medicine Hat,
Portage La Prairie

Daily Capacity 13,600 bbls.



IES and Pastries — over 40 different kinds of Pie — think of it, ye pantry pirates. And all the toothsome directions for pastry baking and crust making. That's why the famous FIVE ROSES Cook Book is the kitchen bible of almost 200,000 Made-in-Canada housewives. Daily the FIVE ROSES Advertising Department is mailing out hundreds of these 144-page baking manuals, in order that every single user may learn to use a perfect product to the best advantage. Thereby we hope to increase the turnover of every retailer who has "seen the light."

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JULY 23, 1915 No. 30











Gold Standard

Service to the "West"

Service, satisfaction, quality are the basis on which we have built our Western wholesale grocery business, which has been established more than a third of a century.

Our aim is to give the Western trade prompt and courteous service—merchandise of merit, at right prices and prompt delivery from four of the finest grocery stocks in the West.

We control for Manitoba and Saskatchewan:

Heinz Pickles and Condiments (57 Varieties), Sun-Kist California Canned Fruits and Vegetables, Sun-Kist California Evaporated and Dried Fruits, and Gold Standard Domestic Canned Fruits and Vegetables; Raspberries, Strawberries, Peaches, Pears and Cherries, Corn, Peas, Tomatoes, Beans, etc.—the finest goods in their respective classes. They're representative of our entire stock.

Mail enquiries handled the day reeeived.





THE CODVILLE COMPANY, LIMITED

WINNIPEG BRANDON MOOSE JAW SASKATOON

Ye Olde Time T & B



It's over half a century since T. and B. Myrtle Cut was first introduced to the now-old men of Canada. For over fifty years this tobacco has never varied one iota from its original high quality—it's still the sun-cured, mellowed, Virginia leaf. It's real tobacco and your wholesaler carries it. **Stock up now.**

When the quality of T. and B. Myrtle Cut changes it will be when there's no more Virginia tobacco.

Tuckett, Limited

HAMILTON



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW

The Malcolm Condensing Co., Limited, St. George, Ont.



TELL YOUR CUSTOMERS

about the

Free Fruit Jar Labels

we are giving with

Lantic Sugar

Every woman who Preserves will appreciate these labels. In fact, they are just what she has always wanted for her fruit jars. And **you get all the credit,** because you tell her how she can get these Preserving Labels, free.

When a customer orders Sugar, say something like this:

"Preserving, Mrs. Blank? Wouldn't you like some Labels for your Fruit Jars? The LANTIC SUGAR people are giving away books of 50 Labels—all printed and gummed. You just send them a small Red Ball, cut from the top of a 2 or 5-pound carton, or 10 or 20-pound bag of LANTIC SUGAR, and they will mail you a book of 50 Labels, postpaid.

"And another thing, Mrs. Blank. When you use LANTIC SUGAR you are sure of having perfect preserving results. LANTIC SUGAR is pure cane sugar—fine and even granulation—and makes Preserves that will 'keep.'"

And Mrs. Blank will say: "Thank you for telling me about the Labels, and be sure and send me LANTIC SUGAR FOR ALL my preserving."

So—tell your customers about the Free Fruit Jar Labels and how to get them. You'll find it a profitable tale to tell.

ATLANTIC SUGAR REFINERIES, LIMITED, MONTREAL AND ST. JOHN

Know the Profit of the Quality Appeal

Know the gain and satisfaction in selling to customers who need no inducement; who step across your door-sill eager to buy. The dealer who features

CODOU'S MACARONI

never gives a thought to future sales. He knows the quality and goodness that are integral parts of every package of CODOU'S develops a regular and increasing flow of good business. His trade just naturally forms the habit of continually coming back for more.

Don't take our word for it alone, nor even the word of dealers who have found it one of their surest sales-building lines. Get your jobber to supply you to-day and prove for yourself the good profit there is in pushing CODOU'S.

Arthur P. Tippet & Company

Agents, Montreal, Que.



Trying to Get Along

without ice in Summer is just as wasteful as failing to feature Borden Milk Products—both result in a definite loss to you.

While people are thinking of milk gone bad; while others are planning picnics and camp parties—here's just the best time in the year to make sure they KNOW you carry a full line of Borden Milk Products.

Feature Borden Milk Products to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B. C.



SUN-KIST

REG. U.S. PAT. OFF.

CANNED FRUIT TALKS

A Quality Unto Themselves

Although there are thousands and thousands of fruit producing acres in California, the finest of each kind of California's fruits is restricted to certain favored localities, where soil and climatic conditions are ideal for their production.

That's why SUN-KIST Canned Fruits are different—they are packed fresh from the orchards in the very districts where each respective variety is grown to the greatest degree of perfection.

They are a quality unto themselves—they are SUN-KIST Quality—a quality distinctly peculiar to SUN-KIST—a quality specially selected for people of critical taste—

Delicious Canned Fruits—no better grown in California—the pick of a million case pack and fine enough for any table in the land.

If you want satisfied customers. *connect with* SUN-KIST.

Packed—and backed—by 50 years' experience.

Wholesale Distributers In Every Territory—Ask Them

PLACE YOUR FALL ORDER NOW

SUN-KIST Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store



Grocers who aim to avoid complaints and give satisfaction in everything else, usually stock heavy on Wonderful Soap. For if any soap has given complete satisfaction for years and built up big business for most grocers it is — WONDERFUL SOAP. Get your jobber to stock you to-day.

Guelph Soap Co.
Guelph, Ont.

When you sell

HEINZ
57
VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H.J.HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



Household Brushes You Should Carry

Quality is the important point in a brush of any sort—if the bristles don't stay in and do their work your customers won't stay with you.

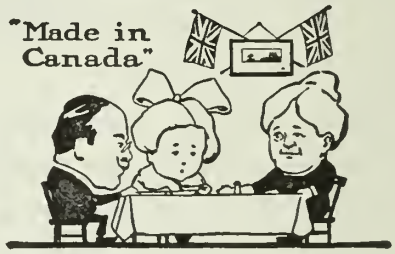
Keystone Brand Brushes come in every conceivable style for every purpose, but only one quality—the best we can make at the price.

For prices, etc., write

Stevens-Hepner Co., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



The One Price Line is The Square Price Line

Manufacturers, who try to deal direct with the retailers, don't always give special prices to one grocer only. You may be sure of that.

Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

"WINDSOR" AND "REGAL" SALT

are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" AND "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" AND "REGAL." Is it worth the trial, and the risk of offending so many of your good customers?

The Canadian Salt Co., Limited

Windsor, Ont.

Canada's Choicest Catsup

AYLMER BRAND

That delightful tang and flavor found only in Aylmer Brand will create unusual demand—and hold it.

Canadian tomatoes are unequalled anywhere for richness of flavor. Aylmer Brand Catsup brings to your customers these choicest tomatoes, prepared with the utmost care. Ask your dealer to send you a few cases to-day.

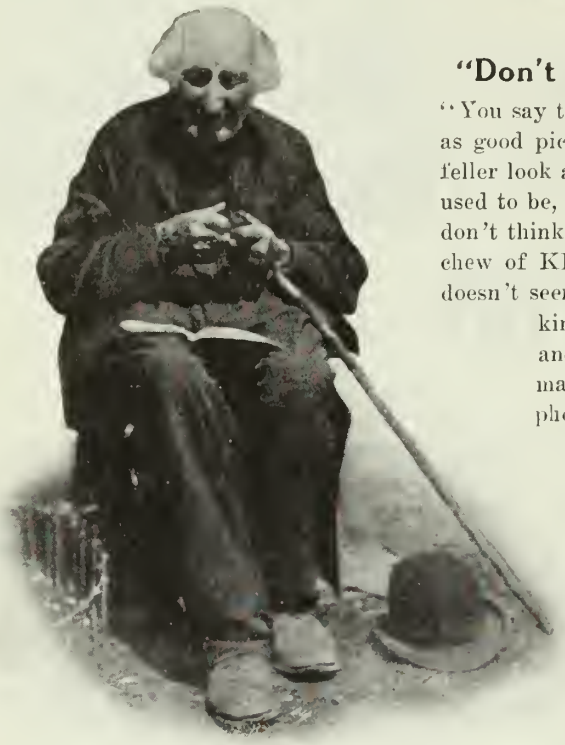
DOMINION CANNERS LIMITED
MADE IN CANADA
HAMILTON

The Evidence of Quality

No. 7

"Get out of the Road, Old Man"

(*Canada's 105-year-old Pioneer*)



"Don't make as good photographs as they used to"

"You say that's a good picture of me, lad? Huh! I don't think they make as good pictures now as they used to, lad. Y'know they seem to make a feller look a lot older than he is. Of course, I know I'm not as young as I used to be, but I sure don't feel as old as I look in that picture. If I did I don't think I could work 'round my garden, read and enjoy life and a good chew of KING GEORGE NAVY as I do. When I stop to think, lad, it doesn't seem long since you was a young 'shaver' paddlin' around into all kinds of mischief; now you're a man and getting old too. What does it matter anyway, so long as them 'ere photographers don't make you feel older, and a feller has a good living and a few cents to get his plug of **King George?**"

P.S.—Every grocer should stock King George Navy —It gets the men coming.



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

CLARK'S

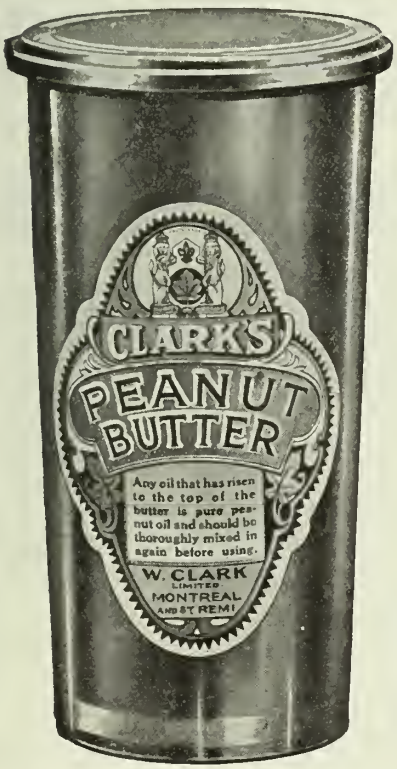
SUMMER *Clark's* SELLERS

Made









in Canada



W. CLARK, Limited, MONTREAL

ROBINSON'S

Of BRISTOL, ENGLAND

EMBOSSED SHOW CARDS

TEA AND COFFEE BAGS

TIN FOIL TEA WRAPS

VEGETABLE PARCHMENTS AND GREASEPROOFS

KRAFT WRAPPING PAPERS

EVERYTHING IN PAPER AND PRINTING

Samples from:—

J. W. PINKHAM

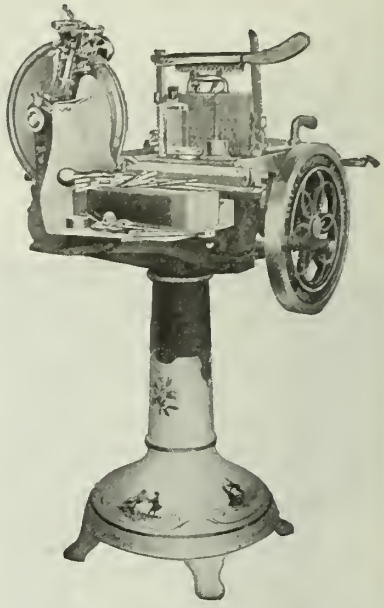
73 Boustead Ave. Toronto, Canada

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."

Will about pay for itself in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.



The W. A. Freeman Company, Ltd.

HAMILTON, CANADA



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

Tell your wholesaler you must have

DA COSTA & CO.'S

EXTRA FANCY BARBADOS MOLASSES

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

INSIST UPON HAVING DA COSTA'S

What they remember

When washing day is over, users of OCEAN BLUE remember its quality.

They know then they are for ever trouble-free in the matter of spotlessly white Linen and Lace. That brings satisfaction, and satisfaction brings repeat orders.

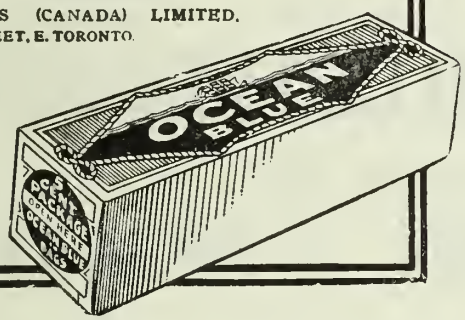
OCEAN BLUE

does the work so quickly and well, that the handy 5 cent packages are sure of a welcome from all your customers.

QUALITY—PRICE—PROFIT—RIGHT!
How about your STOCK.

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents:
For Man., Sask. & Alta., Nicholson & Bain Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO.
LIMITED
VANCOUVER, B.C.

Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's HIGH-CLASS BISCUITS

from the following appointed Agents:—

Nova Scotia: C. E. Choat & Co., Halifax, N.S.

Quebec and Ontario: C. H. Cole, 501 Read Buildings, Montreal; C. H. Cole, 33 Front St. East, Toronto.

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

General Canadian Representative:
Mr. Sidney Owthwaite, 501 Read Buildings, Montreal.

McVitie & Price, Limited
EDINBURGH and London



FINE GROUND WHOLE GROUND PULVERIZED

YOU CAN SUPPLY YOUR CUSTOMERS WITH **SEAL BRAND COFFEE** FINE GROUND; WHOLE ROASTED; GROUND OR PULVERIZED

½-lb., 1-lb., 2-lb. Tins Only.

CHASE & SANBORN, - MONTREAL

"Selling them like Hot Cakes"



"'Bordo' Chocolates always have been the biggest winners with me," says Griggs, the Grocer, "but since they've been put up in——

The New 'Bordo' 10 cent Package

well, they just go like hot cakes. Nothing skimpy about that package either. Just a great big 10 cents' worth of enjoyment that suits most everybody.

And as for the profit; well, say, 60 cents out of the dollar is too nice a margin for me to pass up without regrets."

If you want to know what a *quality* chocolate, in a *big* package at a *popular* price, will bring you in sales and profits, get "Bordo" on display to-day. Write now for trial order.

The Montreal Biscuit Co., Montreal, Canada

TODHUNTER'S Whole Mixed Pickling Spice

The season's on—your spice harvest is on the verge of being gathered — are you ready?

Despite the fact that whole spices have advanced in price and the Government has added a war tax, we have maintained our usual high standard quality in all Todhunter's spices.

Todhunter's Mixed Pickling Spice is the old English mixture. Whole bright chillies give this mixture a most attractive appearance as well as adding to the high quality of the mixture.

"High Quality—goods as usual" is our policy and we're living up to it to the last letter.

Place your order now for Todhunter's Spices and give your customers a service which will reflect in future business.

Todhunter, Mitchell & Company, Toronto

August will be a "bang-up" month for E.D.S. Grape Juice

The hot days of August will, as usual, create a big demand for this thirst-quenching Pure-Juice-of-the-Grape beverage.



Why not sell E.D.S. Grape Juice by the Dozen?

The demand will be there and it's only a matter of getting your customers to put in their stock at once instead of buying a bottle at a time.

It will pay you better because there'll be more consumed.

E.D.S. Grape Juice is the pure, unadulterated juice of the finest Concord Grapes in the world—Winona's.

ORDER YOUR AUGUST SUPPLY NOW.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

They like to come for Symingtons



the Coffee Essence that makes such delicious coffee without trouble, waste or delay; only boiling water need be added, and it's ready. Economical, too—40 cups of perfect coffee from one bottle.

SYMINGTON'S
Regd Trade Mark
COFFEE ESSENCE

is a proven seller everywhere. The liberal profit makes pushing it worth while. Order from your wholesaler to-day.

THOS. SYMINGTON & CO., Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.





Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Give them the best

St. Lawrence

EXTRA

Granulated

THE SUGAR THAT HAS 100% PURE CANE

MADE GOOD IN CANADA

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin

FRUIT BULLETIN

A Warning. If you have not secured your Raspberries, see your grocer at once. Niagara Peninsula grown Black Caps and Cuthberts are at their best. For canning they can't be beat. Next week ends Raspberries. Black Currants a few left.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Packing the pick of Canada's Strawberry Crop

Push Canadian Jams and Give Employment to Canadian Labor.

Wagstaffe's Jams

are purely Canadian and the Best.

NEW CROP NOW BEING PACKED.

Prepared in Copper Kettles Boiled in Silver Pans



Always packed in Gold-Lined Pails and Glass

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

Commencing to pick Strawberries for the immense Imperial War Office Order for 1,100,000 lbs. of Strawberry Jam

"Quality" Brand Macaroni is all that its name implies—*quality through and through*

MADE FROM FINEST DURUM WHEAT



A Big Profit for You, Better Goods for Your Customers

Right from the selection of the wheat to the sealing of the finished product in the sanitary packages ready for the housewife's use, the first aim is quality—quality in the raw materials, quality in the processing, quality and cleanliness in every stage of handling.

"Quality" Brand Macaroni and its associated products—*Famettes, Spaghetti, Egg Noodles, Vermicelli* and *Cut Macaroni,* have reached a high state of perfection after over thirty years of production. This is the only sanitary macaroni plant using running spring water with a practical electric process in the manufacture of its product.

Write to our Canadian agents for our *Special Deal to-day.*

F. A. MARTOCCIO MACARONI CO.

MINNEAPOLIS, MINN.

Canadian Agents: **W. H. Escott, Winnipeg, Man.**



Where Martoccio's "Quality" Brand Macaroni is made

This is our fine, large and sanitary factory in Minneapolis, where every process in Macaroni manufacture is attended by the utmost sanitation, which adds much to the high standard of "Quality" Brand.

Read next issue.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery
Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

RUTTAN, ALDERSON & LOUND
LIMITED
COMMISSION BROKERS
Representing Canadian and British Houses
Agencies Solicited.
WINNIPEG. - MAN.

When writing advertisers kindly mention having seen the advertisement in this paper

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

A Suggestion for increasing your Tea Sales

Probably you are often asked to recommend a cooling drink for the hot summer days.

It is considerable trouble to keep a varied stock of mineral waters in proper condition and they are only very temporarily satisfying at the best.

Your customers will appreciate your thoughtfulness if you recommend them to try ICED TEA. It is a very simple thing to make a cool glass of ICED TEA at any time—providing the tea is of good quality. It is also extremely cheap and is delightfully cooling to the blood. It is essential, however, that the tea be fresh, clean and of good flavour. For this reason "SALADA" is the ideal tea to use.

RECIPE FOR ICED TEA—Prepare the tea in the usual way, using bubbling boiling water. After standing for four minutes, pour off into an open vessel to cool. When moderately cool, pour into glasses half-full of chipped ice. Flavour with sugar and lemon if desired.

"SALADA"

TORONTO **MONTREAL**

New York **Chicago** **Boston** **Philadelphia** **Detroit** **Pittsburg** **Buffalo** **London, Eng.**

FINEST COHOE SALMON

1s Tall (c/s 48 Tins)
$1.45 Doz.

ALL OTHER GRADES OF SALMON AT LOW PRICE

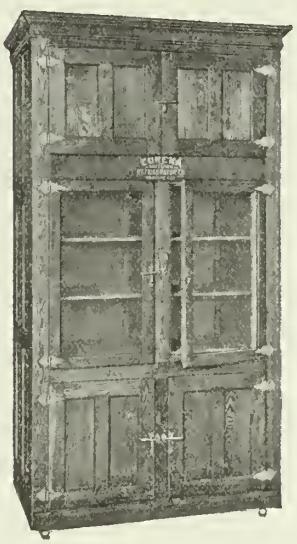
Write, wire or phone at our expense
Adel. 1057, 941, 867

Warren Bros. & Co.

LIMITED

Queen and Portland Sts., TORONTO

After comparing every refrigerator with the Eureka



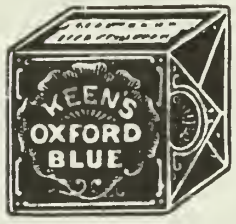
no keen grocer would ever put up with anything less than Eureka Quality and Convenience. For Eureka Refrigerators have proven for over twenty-eight years to be the maximum in economy and efficiency. They are built on the most scientific principles of cold, dry air circulation—producing the most even atmosphere, reducing the consumption of ice, and eliminating loss from spoilage. If you would like to see which style would best suit your business, just write us to-day for free catalogue and prices.

Eureka Refrigerator Company

31 Brock Ave. **Limited** **TORONTO**

Your reputation as a reliable grocer is at stake every time you sell *Blue*—then why not

sell one that you know will produce the best possible results? Why not sell



KEEN'S OXFORD
THE BLUE OF BLUES?

For generations past, grocers have sold and women have used it with unvarying success.

Keep your stock to the fore. Boost for perfect wash-day results. Sell Keen's Oxford Blue.

Agents for the Dominion of Canada:

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST. WEST, MONTREAL 30 CHURCH ST., TORONTO



I'm Delivering Eggs for 59% of the Grocers of the Country

—says John the Star Egg Carrier Boy

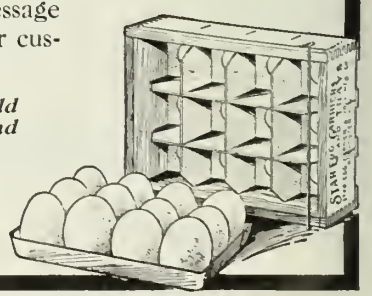
Busy! I should say so. Yet, not so busy but that I find time to work for hundreds of added Grocers each week. At the rate things are going it won't be long before I'll be in the employ of every Grocer in the country. If every Grocer only knew what I know about Star Egg Carriers and Trays they wouldn't do without them.

Reason it out for yourself. They cost less by far than any other method of egg delivery—that's easily proven. They absolutely prevent breakage—no one will dispute it. And talk about saving time! Why, this one feature alone would more than repay any Grocer the cost of installing the complete

Star System for Safe Egg Handling

—and, that isn't all. There is the advertising feature of the Tray. Your message printed on the inside costs practically nothing, and it reaches each one of your customers just while their mind is on their kitchen wants.

We have just issued a folder "TEN GOOD REASONS WHY You Should Use the Star System for Safe Egg Handling." Send us your name to-day, and let us mail you a copy. There is no obligation.



STAR EGG CARRIER AND TRAY MFG. CO.

1500 *Jay Street, Rochester, New York*

CANADIAN GROCER

VOL. XXIX TORONTO, JULY 23, 1915 No. 30

Canned Tomatoes and Pears to Britain

Dominion Canners Have Recently Secured Large Orders — All Canned Pears Gone — Other Fruits May Be Wanted—Jam War Orders Have Been Large —Situation Strengthening.

CANADIAN GROCER has pointed out in a number of issues recently the importance of the trade paying every possible attention to the canned goods situation. Our market reports of the past four or five months show that prices in canned goods were unprecedented in recent years from the standpoint of cheapness. Canned tomatoes, which opened last fall at $1 a dozen, have been selling to the retail trade as low as 85 and 80 cents, and even sales have been much lower than that again.

In last week's issue it was announced that the British Government had purchased a large consignment of Canadian canned goods. The total shipment reached somewhere between two hundred and three hundred thousand cases. No doubt the reason for this is the fact that Great Britain is not able to obtain as many canned tomatoes from Italy as will supply her needs. In the past Italy has been a large exporter to the British Isles, and Canadian and American goods, so far as tomatoes were concerned, were not in very great demand. Now, evidently, Canada is getting a share of this business, and because at the present time we are in a position to undersell United States goods, our canners are getting some of this trade. A 200,000 case order is going to make a pretty large hole in the stock of the concern that made the sale—the Dominion Canners, Limited. Two hundred thousand cases mean 4,800,000 dozen, which at between 70 and 80 cents amounts in the neighborhood of $350,000 worth of tomatoes which have been exported to Great Britain.

Reasons for the Low Market.

The above is one reason why we are experiencing a certain firmness in the canned vegetable market. Prices have been ridiculously low; so low, in fact, that some independent firms have been unable to weather their financial difficulties. One of the bear features to the market during the past few months was a large sale of canned goods to the Montreal broker, contract covering which was afterwards rendered invalid. This matter was fully explained some time ago in a special article in this paper. Certain independent canners, who had sold this party tomatoes at around 85 cents a dozen, when they found a hitch in the proceedings, and when litigation had been commenced against the Montreal brokers, were so sure of their premises that they sold their stock at a very low price. In one instance at least this was around 60 cents, the firm, of course, expecting to be remunerated for the difference. The court, however, decided against them, and this placed the firms who had not done business in this way, not in any too good a position. At the same time, this was one of the chief factors that beared the market at that time.

However, now that there has been considerable buying, both from the West and from the East, and in view of the export demand which has sprung up, there appears nothing in future but firmer prices for tomatoes, as well as other lines. Those who undersold the market have had an opportunity to think the matter over and look into the situation closely, and from now on we should see a firmer situation here.

The fact, too, should not be overlooked that the production this year will be much less than last. There are certain factories which will produce nothing this year, and others who will turn out a very much curtailed pack. All these factors tend to higher prices.

Canned Pears Go to Britain Too.

In addition to tomatoes, there have been inquiries from Great Britain for certain fruits as well as jams, which have already been referred to in Canadian Grocer. Dominion Canners, Limited, have disposed of its entire remaining pack of canned pears to the British Government. Reports, too, have appeared in this paper to the effect that orders for $2,500,000 worth of jams had been placed with Ontario manufacturers. Certain jam manufacturers, too, point to a livelier market in Western Canada, and of late their shipments have again become normal. This is no doubt due to the fact that the West has been pretty well sold out of jams, and is now in the market for more. Of course, sales will be made pretty much on the hand-to-mouth basis. Nevertheless, if there are sufficient number of them, there will be no objection from

(Continued on page 28.)

ALLIES PURCHASING AGENTS

The Trade and Commerce Department, Ottawa, has published the following list of purchasing agents for military purposes for the allied Governments:

International Purchasing Commission, India House, Kingsway, London, Eng.

British—E. Fitzgerald, War Purchasing Department, C.P.R., Windsor Station, Montreal, P.Q.

French—Hudson Bay Co., 56 McGill St., Montreal; Capt. Lafoulloux, Hotel Brevort, New York; Direction de l'Intendance Minisetre de la Guerre, Bordeaux, France; M. de la Chaume, 28 Broadway, Westminster, London.

Russian—Messrs. S. Ruperti and Aieksieff, care Military Attache, Russian Embassy, Washington, Washington, D.C.



C.P.R. Station at Montreal, where offices of War Purchasing Department are located.

Further Information re War Orders

IN the world scheme of things the great war is proving a cataclysm compared with which all previous disasters—natural or national—pale almost into insignificance. The swords which were turned into ploughshares and the spears to pruning hooks are being welded back into machines of destruction more devastating than the warriors of other times ever conceived possible. Civilization is turning from the marts of trade to the paths of war; and industry is being reorganized to meet the needs of huge forces of fighting men in the field.

Manufacturers are everywhere adjusting themselves to the new conditions; organizations and industries built up on generations of commercial ideas to meet decades of peaceful demands are in a short time being brought to a "state of war," so far as industry can be brought to such a state. There is a field for initiative. For the present it is evident that in Canada a great deal is being left to the producer. A continuation of these conditions may permit of reorganization of national affairs which will include the systematizing of manufacturing interests to war needs but for the present it would appear that the nation is busy bringing itself to a state of efficiency in the field and that the captains of industry are being left undirected to do what they can to help.

To-day there is a broad opportunity for Canadian manufacturers in supplying the goods for which the Empire has need. From the system employed in securing these goods it would appear that it will be the first man or company—or group of companies—in the field that will secure the greatest benefits. It is not so much a question of what Canada has been manufacturing *as what she is able to manufacture.* A year ago there were practically no shells being turned out in the Dominion; to-day the manufacture of shells is the greatest industry in the country. Just because Canada has not been making the many supplies

(Continued on page 39.)

Civic Holiday and Picnic Goods

How a Canadian Dealer Goes After This Business and Gets It—Features All Kinds of Foodstuffs Suitable for Outing Trips—Description of Window Trim of Picnic Goods—Aggressive Measures Necessary.

Written for Canadian Grocer by J. R. MANTLE.

Seventh of the Mantle Series.

CIVIC holidays are always great times for picnics and outings, canoe trips and automobile excursions, and now that the month of August is almost in sight, we are going to see a great many Civic holidays in all parts of the country. The aggressive retail dealer will see business in this for himself.

There is a merchant down east who goes after this trade every year in a manner that gets him a great deal of extra business. He makes it a point to specialize on picnic goods for the Civic holiday. He talks picnic and outing foodstuffs for almost a week and makes his store breathe with these goods.

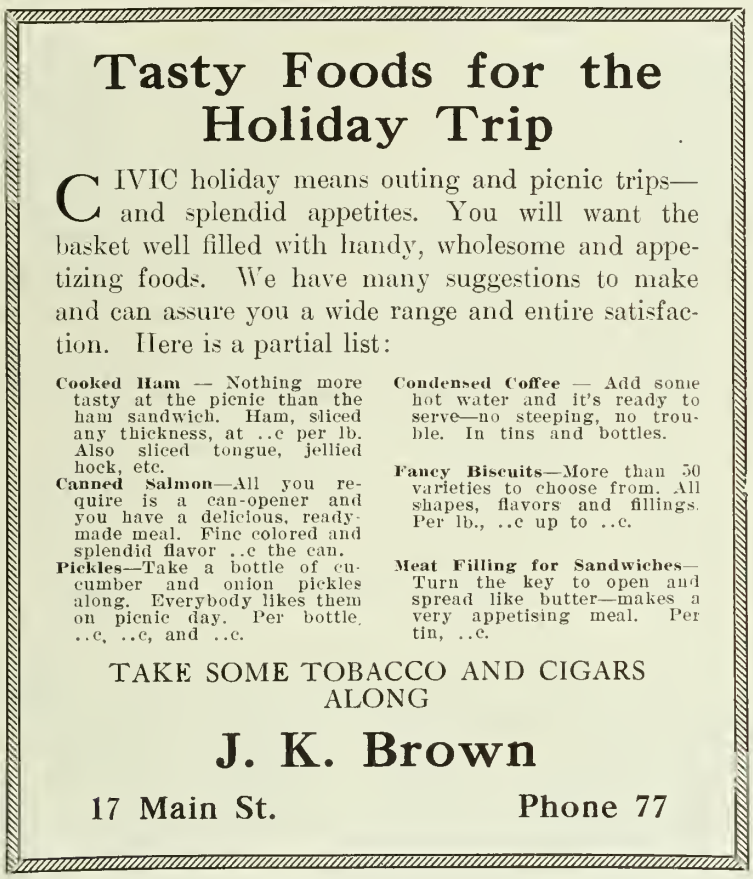
"Why," he said to me recently, "one has got to make a big extra effort these days if he is going to bring his turnover and profits up to the same mark that was attained during the height of our prosperity around 1912 and 1913. I could stand behind the counter here from morning until night and get the usual staple grocery business that is going, but if I did nothing more than that, you would find the bailiff hanging a bankrupt stock "for sale" sign over the door in a short time. One has got to get after the business these days. By getting after business I mean he has got to use aggressive measures and he has got to tell the people in one form or another, or in as many as possible, the goods he has in stock and he must give his customers some reason why they should purchase them."

My travels have taken me all over the country. I have come in contact with many retailers of the "slot-machine" type who wait from day to day for business to come. I have, however, met a good many like my eastern friend who go after business, and I shall record here some of the methods he used to get this picnic and outing trade which I have been telling you about.

Aggressive Measures Used.

Last year during the week prior to Civic holiday in this particular town, Mr. Livewire, turned his store into headquarters for picnic and outing goods. The windows and counters reflected them and a special table, prominently placed near the door, was also laden with these suggestions. Suggestive show cards were prominently shown in various parts of the store as well as in the window and the newspaper space that week was devoted to calling the attention of the public to the picnic goods this retailer carried. Among the lines he featured strongly were canned salmon, sardines, kippered herring, clams, tuna fish, canned chicken and all kinds of cooked meats for sandwiches, meat filling for sandwiches, canned chicken, fancy biscuits, pickles, tea, condensed coffee, condensed and evaporated milk, sugar, salt and pepper, baking materials for cakes and pies, jams, fruits in glass, condiments of various kinds, oranges and lemons, bananas and other imported seasonable fruits, soft drinks, etc.

The window display was very attractively, but simply, arranged. At the rear in the centre was a triangular pile of canned salmon, with the bright portions of the labels turned outwards. This was built up about three feet high. Beside this pile, was one each similarly arranged of sardines, kippered herring, tuna fish and clams. With a sharp angle of the triangle facing outward this made a very neat and attractive arrangement. In the front of the window, in the very centre, were two or three platters of cooked meats with a slice or two off each one. This showed the quality and the character of the meat and was a splendid ad., and one that sold a particularly large quantity of cooked meats that week. The platters were garnished with parsley and lettuce, which made the display all the more appetizing. Between these platters and the cans in the background were samples of the other lines above mentioned. Wherever possible something particularly artistic was produced. There were three or four clean well written show cards in this window with inscriptions somewhat as follows:—"Appetizing Picnic Foods;" "Makes Delicious Sandwiches."—this was a card on the meat filling display above referred to—"Sliced Ham for the Sandwiches," and "Your Choice in Canned Fish."



A newspaper ad. suggestion for use prior to Civic Holiday.

Believer in Show Cards.

In referring to these show cards the proprietor stated that he never trimmed a window without them. "Cards," he said, "that imply some suggestion and which set the probable purchaser thinking, are most valuable assistants to any window trim."

The counters were all neatly trimmed with miniature displays of picnic goods. Small show cards dotted each of these, such as "Picnic Suggestions," "Take a Can of Salmon Along," "Canned Tuna Tastes Like Chicken," "Cold Jellied Chicken, a Tasty Meal." The table in

(Continued on page 28.)

The Food Problem at Niagara Camp

Canadian Grocer Representative Shown Over the Commissariat Department—Brought Home Samples of Tea and Coffee Which Have Been Analyzed—Tea is Pronounced a Ceylon-Indian Mixture—The Investigation Welcomed.

By a Staff Representative.

IN the days of Charles I., it was quite the thing for soldiers to fight for their pay. Later, the question of food was the all important topic in any military camp. But in the Canadian concentration camp at the present time, our men are so busy fitting themselves to meet the Germans that complaints as to food are practically never heard. Civilian friends, however—friends who are exceedingly anxious that those about to do the actual fighting shall receive every possible attention — have from time to time, put themselves on record to the effect that the tea and coffee, the butter and meat, and many other lines which constitute the daily diet of both officers and men, are not all that could be desired and which should be expected.

Of late, especially, Canadian Grocer has received word from several sources that all was not as it should be with regard to the food being served at Niagara Camp. This seemed a question more or less directly reflecting upon the grocery trade. An investigation, therefore, was determined upon. The result of this investigation, be it stated immediately, has seemed to indicate that the food served the soldiers, while not as daintily prepared as many of them have been accustomed to receive, is yet nutritious and suitable.

Investigations Welcomed.

Since the officers at Niagara take a keen personal pride in the camp, it will be seen the task of bringing to their attention complaints as to the food served there is not of the pleasantest. Nevertheless, at Niagara there is none of the spirit which has made the Prussians hated by all civilians, and Canadian Grocer's representative met with the greatest courtesy from the humblest private on his "sentry go," and from the officer commandant. Indeed, the officers in charge of the camp administration appear to have as their motto, "the public be satisfied," "and welcome any investigation." They frankly admit it is quite possible things are not exactly as they might best be, in some departments. They are only too willing, evidently, that any weakness should be brought to light.

Col. Newburn, asst. adjustant general, who was in charge in the temporary absence of Col. Logie, when Canadian Grocer's representative was making his investigation, called Major Milson, asst. director of supplies and transportations, away from his regular work, and asked him to express his opinion in regard to the complaint which had just been brought to his attention. Major Milson was of the opinion that the best way to get at the facts would be to look at the actual supplies, and to see the soldiers at the meal which they were then enjoying. Before starting on the rounds of the store houses, however, he made one point clear, which all readers of Canadian Grocer who have spent any time on hunting trips will appreciate. "The food," he said, "is very important, but the cook is the thing. More food is spoiled by bad cooking in a camp than from any other cause, and many of the complaints, if traced back accurately would end in the cook house."

Large Supplies Impressive

As one sees the supplies which are brought together to feed the five or six thousand men assembled at Niagara, one appreciates the tremendous task which confronts the armies now working in Europe. At this Canadian concentration post there are huge rooms filled with potatoes. There are huge rooms filled with fresh cabbages, and there are other large store rooms in which the dried fruit, cheese, prunes, and other products which form part of the daily menu, are kept at least for a time.

The sight of these store rooms quickly brings the feeling that all is well with the soldiers as far as their meals go at least. Imagine feeding soldiers on creamery butter—and this is exactly what is being done at the Niagara camp to-day. There were many pounds of this on hand, and Major Milson states that this is regularly on the table of the privates as well as of the officers.

While it is probable the meals served lack variety, the store house shelves prove they do not consist too largely of any one style of food. Bread there is made by a St. Catharines bakery; there is jam and marmalade, made by a well-know Hamilton manufacturer. This is on the table at almost every meal, each man being allowed two ounces. Then there is on hand oatmeal for those who wear the kilts. It is oatmeal of a very high standard, as an examination proves. Also sugar is regularly on the table. It is not yellow sugar, but the more expensive granulated.

To secure fresh milk for upwards of 5,000 men would be a large task, and it is hardly to be wondered that the camp authorities have not undertaken to provide this perishable product. In some of the store rooms, however, are box after box of condensed milk. Then there is cheese for a finishing touch. Large twin Canadian cheeses were to be seen both in the store houses, and on tables where they were being cut for distribution.

In addition to jams, there were prunes of a good average quality, and there were evaporated apples. These last came from the evaporator of a Caledonia man.

Now that the dog-days have come, it is feared there may be some difficulty in keeping the camp supply of meat in an absolutely perfect condition. In the hope of achieving this, however, arrangements have been made whereby this is stored in iced cars—a very good refrigeration system thus being secured on the camp grounds.

Another arrangement which will very likely be appreciated by many of the men, is that whereby fish will be served every Friday, commencing with this week. The contracts which have been let, call for delivery of this fish in iced boxes. There will be a wide variety. Practically every seasonable line indeed, except salmon.

Tea and Coffee Complaints.

One of the complaints most often heard with regard to the meals at Niagara, has had reference to tea and coffee. Every grocer will appreciate the fact that opinions vary as to tea and coffee, and that it takes an expert to say whether value is being received or not. To the end therefore of securing the verdict of experts, samples were brought from the camp. Major Milson, of course, knew that these were being taken. He was only too glad that they should be taken. He did not, however, direct in any way from what boxes they might be selected. Canadian Grocer's representative merely appropriated sufficient quantities from those supplies from which coffee and tea had just been drawn for use at the noon day meal.

Now, notice what the experts had to say about these samples. Hear J. L. Watt, of Watt, Scott & Co., Toronto:

(Continued on page 28.)

An Artistic Fruit Window

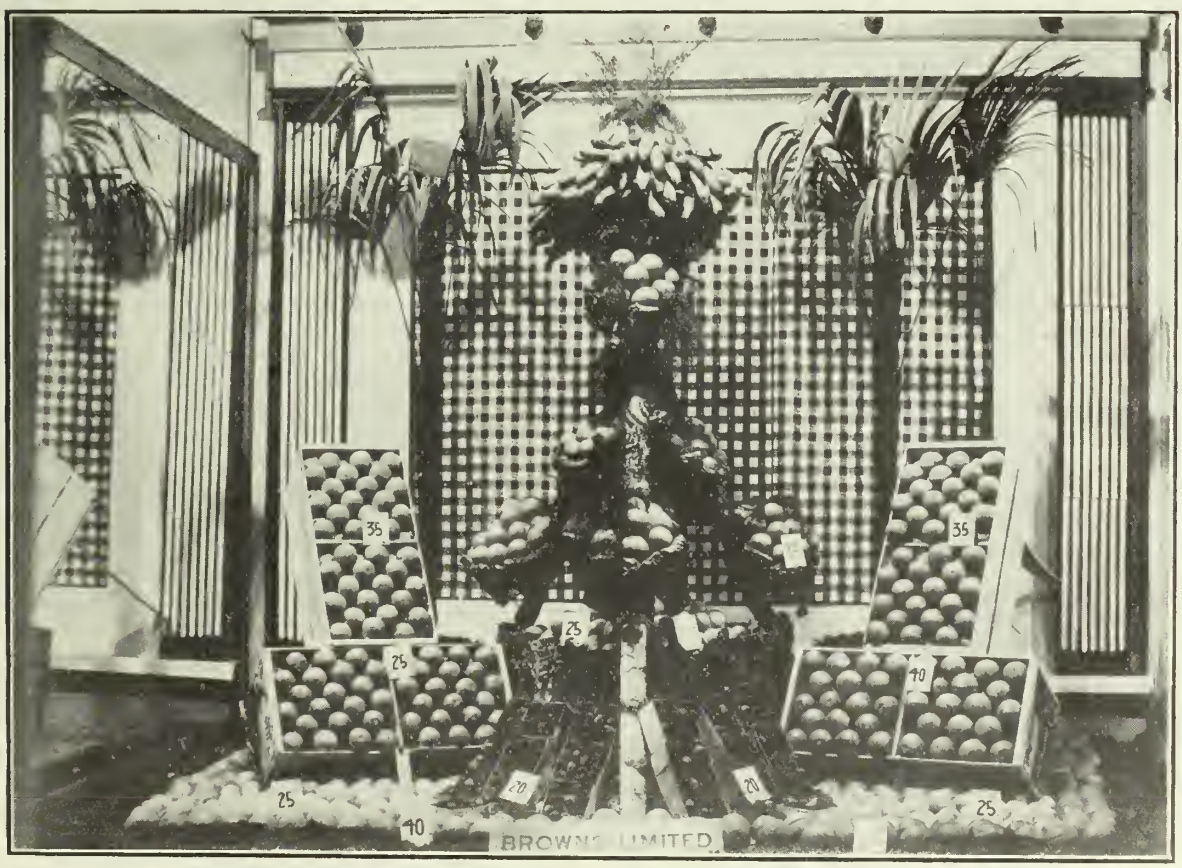
A Display That Demonstrates it is Not Always Necessary to Fill Full the Entire Window—Everything Shown Stands Out Clearly—A Description of the Arrangement.

THE artistic window display is well illustrated by the accompanying cut. This shows a fruit display which appeared in the window of Browns', Ltd., department store, Portage La Prairie, Man. During the first week of May, Browns', Ltd., decided to devote their entire front to a mammoth display of groceries, cereals and fruits. The fruit window is the one shown here, while the others will be reproduced later. Travelers who saw these displays claim they were among the largest and finest displays of the kind ever shown west of Winnipeg and they certainly created considerable interest among the people in Portage la Prairie.

"Besides creating a great deal of general interest," stated a member of the firm of Browns', Ltd., "the display greatly stimulated business in the grocery department."

A glance at the illustration will show that while there is not a great deal of fruit in the window it is most artistically arranged. The central feature is the tripod of fruit, including bananas and oranges, with early strawberries around the bottom. The tripod is made of three poles, attached to which are rustic baskets filled with oranges and sprinkled over with green moss. A part of a bunch of bananas on the stock are on top of the tripod with ferns and other foliage at the end of the pole. On either side is a large palm. The remainder of the display is easily figured out. It consists of three boxes of oranges on either side of the centre with more oranges on the floor of the window, systematically piled and embedded in artificial evergreens.

The background of this window is also worthy of notice. Note the effect of the striped cloth. The credit for designing and carrying out the idea is due to Gordon Munro, advertising manager for Browns', Ltd.



A splendid fruit trim shown recently by Browns', Limited, Portage la Prairie, Man., and dressed by Gordon Munro

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, JULY 23, 1915 No. 30

Extra Trade in Picnic Goods

AS suggested on another page of this issue, the present is a splendid time to get after business on picnic and outing supplies. The majority of towns and cities in Canada have Civic holidays each year, and these usually fall on the first or second Monday of August. This day is therefore set apart by many for a picnic, outing, automobile excursion, etc., and it should be remembered that the picnicker always carries with him a splendid appetite. What he desires is not so much the heavy food, but something that is already prepared, tasty and nutritious.

As pointed out in the article, among the lines that will be particularly required are cooked meats, canned chicken, and meat filling for sandwiches; canned fish, such as salmon, kippered herring, sardines, tuna; all kinds of fancy biscuits and baking materials for pastry, pies, etc.; cheese, butter, pickles, fruits in glass, oranges, bananas and many other lines which the majority carry on picnic and outing excursions. This business will not come of its own accord—or at least, the retailer will not get the maximum benefit from it, unless he pushes sales himself. Attention of the customers must be called to various lines, if they are going to be interested in them. This business should be gone after at once.

Don't Neglect War Stamps

RETAILERS should not overlook the fact that there is a penalty of $50 attached to the breaking of the law in regard to stamping proprietary medicines, perfumes, toilet preparations, etc. According to the Act which came into force last February in regard to war taxes, it is necessary to put a stamp on all patent medicines, perfumes, etc., the denomination of the stamp being fixed by the regulations.

In an article in a recent issue of Canadian Grocer it was pointed out that a proprietary or patent medicine, bottle of perfume or other toilet preparation which sold to the consumer for 25c or under, required a 1c stamp and 1c extra for each additional 25c in value. This means that a dollar preparation which comes under the above heading for patent medicine or perfume requires a 4c stamp before it reaches the hands of the consumer. There are some grocers and we understand some barbers too, who are not living up to the law in this respect and are neglecting the stamp. It should be remembered that a $50 penalty is a pretty steep one and would pay for a lot of stamps.

Jam Analysis

JAM, as sold through Canadian retail growers is dealt with in a lengthy bulletin just issued by the Inland Revenue Department of the Dominion Government. Altogether 221 samples were collected and sent to Ottawa for analysis. The result of this inspection shows that 93 were found genuine as consisting of fruit and sugar only.

Of these 93, 38 were imported, 49 were of domestic manufacture and found on the retail market, and 10 were of domestic manufacture and furnished by the manufacturer. There were 22 found genuine, but with added color or preservative. Of the 221 samples collected, 106 were sold as compounds.

As reported in Canadian Grocer a few weeks ago there is a movement on foot to supply new standards for jam. Manufacturers, representing The Canadian Manufacturers' Association are anxious to secure certain rulings which the department is considering.

Crops in Good Shape

REPORTS from all parts of Canada report splendid crop prospects. Hon. Martin Burrell, Acting Minister of the Interior, at Ottawa, is in receipt of an interesting report on crop conditions in the West. Immigration Commissioner Bruce Walker, at Winnipeg, had one of the officials make a thorough investigation of the existing crop conditions in Saskatchewan and Alberta, and he has just returned from a 1,600-mile trip, especially through the southern territory which was drought-stricken last year. The officer reports that no such crop as is promised this year has ever been produced in the history of the

settlement of those districts in sections that were almost completely denuded of production through drought. The yield at a conservative estimate promises to be 25 bushels to an acre, and in territories about which much discussion has taken place regarding their continued usefulness from a grain-producing point of view, there is the best prospects of an abundant yield.

From Ontario come similar reports. A representative of Canadian Grocer who spent last week in the eastern part of the province reports that wheat, oats, barley, peas, rye and potatoes never looked better. Farmers in this district visited go in more for oats than other grains and between 50 and 60 bushels to the acre is quite a common expectation.

All this means a bright spot in the future so far as the retail, wholesale and manufacturing trades are concerned. It means prosperous farmers, better business, and easier money.

Our Bran of Good Quality

THE Department of Inland Revenue has sent out a Bulletin announcing the analysis of 187 samples of bran sold in Canada. Standards for bran were legalized in 1910 and amended in 1911 as follows: "Bran is a product of the milling of wheat or other grains and contains not less than 14% proteids, not less than 3% of fat, not more than 10% of crude fibre and must be free from vital seeds of any of the noxious weeds defined by the Order-in-Council under the Seed Control Act."

Out of the 187 samples, 183 met the requirements of the Government standard so far as nutritive value was concerned. However, 11 samples showed excess of noxious weed seed, on the assumption that 25 seeds per pound of bran is excessive. This shows that the bran as sold in Canada is of a pretty good quality. Anyone desiring the full report on these samples should send to the Inland Revenue Department for Bulletin 302.

Personal Appearance of the Clerk

"THERE are few more important things to which the clerk should pay particular attention," remarked a prominent member of the trade the other day, "than his personal appearance. Place yourself in the position of the woman who is careful to have her home spotlessly clean, and imagine going into a store and purchasing foodstuffs from a slovenly attired and carelessly groomed clerk behind the counter. How many times would you continue to purchase from such a salesman? That is one reason why I take particular pains with the appearance of the clerks whom I employ. They must dress neatly, not in a flashy manner, but as an ordinary business man would dress. They must too wear clean linen and I have repeatedly urged my salesmen to shave every day and have a shoe shine every morning. This ensures the business against loss of trade through carelessly attired clerks."

Here is something that every clerk should consider carefully. This dealer expresses his opinion after many years' experience and what he says must carry some weight with it. Salesmen behind the counter should remember that the clerk of to-day is the merchant of to-morrow. Habits and customs that one develops in his youth are going to stay with him when he becomes older. If he is to secure a good reputation for cleanliness and courtesy, then the advice of this retailer should be taken into deep consideration. It costs little to always wear clean linen, to have a shave every day and a shoe shine, but these things go a long way with the particular customer.

Jam Shipments to the West

AN Eastern jam manufacturer reports that shipments to Western Canada of his product are again normal. He has of late been shipping two carloads weekly which is customary in ordinary times. One reason for this resumption of business with the West, he claims, is the fact that during the past year the trade has been buying lightly, being uncertain of the future and now merchants find themselves short of jams in the face of a market which in view of the high price of sugar and the prospective reduction in the pack should be higher in the autumn. At the same time substantial British orders are coming this way.

Still another reason for the buying is undoubtedly the prospects in Western Canada for a good crop at high prices. With an increased acreage of some 25% the production is sure to exceed that of last year and the prices consequent on the continuance of the war are sure to rule high.

Considering these facts it is easy to see why the Western trade is again in the market for jams.

Editorial Notes

EVERY BUSINESS man who wants to succeed must have confidence in himself.

• • •

WINDOWS ARE the first impression the public get of your shop. Let them be as attractive as possible.

* * *

A GOOD MERCHANT'S aggressiveness always worries the other fellow, but he is never worried himself.

• • •

ONE MAY be attracted by some curiosity in the window, but if it has no direct connection with the goods on display, it is of little use.

• • •

THE TENDENCY in Canadian grocery stores is more and more towards sanitation in the displaying, handling and delivery of foodstuffs. Retailers are taking hold of new ideas that will give their customers a better service in this regard. One of the more recent helps is the "butter" dish for butter, meats, fish, lard and other bulk goods which many dealers are now using. The general public appear to be desirous of receiving their goods done up in as sanitary and as attractive packages as possible.

• • •

ACCORDING TO the Agricultural Department of the United States, the juice of the grapefruit is easily bottled. All that is necessary is to bring the juice to the boiling point in a porcelain-lined or enameled kettle, pour it while still hot into bottles, which are then hermetically sealed. The bottles want to be completely filled so there is no layer of air left between the top of the juice and the cork or seal. In handling the juice it is especially important that it be kept from coming into contact with iron or other materials easily acted upon by acids. The same method is not suitable for bottling the juice of oranges or lemons, which will not retain their flavor if handled in this way.

THRO' OTHER SPECTACLES

A Tribute to the Grocer

The Grocer's Magazine.

The great work of charity performed by grocers has been very forcibly brought to the attention of the public by Howard Bradstreet of New York, president of the Association of Neighborhood Workers, which is affliated with many charitable institutions.

Mr Bradstreet lately made an investigation of conditions in the Metropolis and submitted his report to the Mayor.

Many small corner grocery stores, bakeries, etc., were visited, the proprietors of which, it was found, were extending credit to customers who were out of work. These little store keepers simply had not the heart to turn down the unfortunate, provided the requests were for bread and common necessities of life, rather than luxuries.

A newspaper article describing the re- of the inquiry truly says:

One of the true friends of the poor is the corner grocer. He is the man who extends credit to the housewife whose husband is out of work and unable to provide ready cash. In periods of unemployment he has always done much to lighten the burden of the laborer's family and he is doing a full share now.

Certainly this is a high compliment to the grocer. Mr. Bradstreet is so much impressed with the kind-heartedness of the little corner store proprietors in New York that he has suggested a relief loan fund to aid the small merchant who is giving credit to the poor.

The money would only be loaned to men of proven business ability for a period of not over a year and without interest.

Too Many Grocers

The Interstate Grocer.

The burning question of the hour appears to be, "are there two many grocery stores?" The communication of George W. Drake, one of the most prominent canners in the country, printed in the Interstate Grocer week before last, in which he declared that there are far too many grocers in the country and that for this condition the wholesale grocers were primarily to blame, has caused much comment and discussion in the trade and the trade press generally.

Without doubt the criticism of Mr. Drake is grounded on fact. There are too many grocers; and jobbers are partially to blame at least. However, the wholesale grocer who extends credit and gives encouragement to men just entering the grocery business who have neither sufficient capital nor sufficient brains to run a grocery store, has an excuse. He can justly claim that if he doesn't sell to this class of men, there are plenty of jobbers who will and that he might just as well take the chances involved in extending a line of credit, after getting the initial payment for the opening stock, as the next man. Which prompts the thought that perhaps there are too many jobbers.

The fact of the matter is, there is a surplus of inefficient grocers who get into the business without any preconceived idea regarding the many problems of retailing of foodstuffs. All they know is that they can buy goods at certain prices at wholesale and sell them at retail for higher prices, thereby making a profit. They give no consideration to the overhead expense of service, nor to the fact that in order to make a success in this day and age, the grocer must have a highly specialized knowledge of the grocery business. There is a latent suspicion abroad in the land, in fact, that many of these men go into the grocery business because they see a chance to eat regularly, at least as long as they stay in business, getting their supplies at wholesale. One way of reducing the cost of living.

Men and Guns

The American Grocer.

In a speech of the Hon. David Lloyd George, he remarked:

"There are three kinds of men in public life, political and religious. I will tell you in military terms what they are. The first is the heavy gun. It fires slowly, ponderously, with much effort; but if the shells contain a good quantity of high explosive, then the havoc wrought among the enemy is terrible. But if they do not—and very often they do not—they drop heavily into the clay; they get thoroughly embedded there, and sink absolutely out of sight, until in some future generation some excavator digs them up to point out the sort of missile they used in the Dark Ages. The second is the idealist, the howitzer, the high, tragic gun, aiming high, pointing to the heavens, but firing a missile that comes down with crushing effect on the enemy. There is a third, the quick-firing gun, aiming straight at the ranks of the enemy, firing unceasingly, striking their ranks and dispersing them."

Is not the grocery trade equipped with three or more kinds of guns? Think over the list. There is the old-established, dignified houses, wedded to old-time methods, heavy guns, that fire slowly, but if properly loaded with the right sort of shells do great execution and win a victory. We have as the second gun, the idealists, that aim high and fire missiles that make great execution. There is also the quick-firing gun, that eliminates all previous makes and old-time ammunition, spits, sputters and rattles shell at tremendous speed with powerful effect. Such a type is the cash store that sells goods and not service. All guns have more or less power, but this age demands the sort that is quick, reliable and far-reaching.

Doing Away With Dull Times

The Modern Grocer.

We can put a crimp in the "dull seasons" if we want to.

While the summer season is naturally more quiet than the fall in the grocery store, due to absentees, and hot weather apathy for heavy foods, measures can be taken to stimulate business during the sultry months.

Plans can be devised that will show up possibilities—and cash in on them! An outside viewpoint is a valuable tonic to apply.

Some so-called summer cereals used to have a regular vacation during the colder months, but recent years show sales by the manufacturer to be more evenly distributed over the twelvemonth.

Automobiles used to be summer delights only. When the cold weather came, the cars were drained and the garages sealed up for the winter. It was too cold for comfort in a motor car. Then makers enclosed cars and schemed in other ways to make winter motoring popular. Motoring was pictured as exhilarating and healthy in the cold zero air—as an iron-in-the-blood tonic for the winter fag.

There are few lines that will not admit of expansion of selling possibilities through the playing up of new angles.

A Boycott on Eggs

Buyer Withdraws From Western District—Claims Merchants Do Not Discriminate, and Quality Unsatisfactory—Merchants' Association Aroused.

THE question of the purchase and the proper handling of eggs has often been dealt with in Canadian Grocer. The absolute need for more care on the part of the retail merchant is most strikingly demonstrated by a situation which has arisen in Saskatoon. A certain packing house has refused to buy eggs in that district, **because the stock handled has not been satisfactory.** Canadian Grocer has obtained some interesting correspondence on this case, which is given below:

Canadian Grocer,
Toronto, Ont.

It has come to our notice that a certain packing house, who also handle produce, are boycotting the Saskatoon district, as far as buying eggs from this district is concerned. Although the Saskatoon district was mentioned particularly, we are led to believe that the boycott applies more or less generally throughout the Province of Saskatchewan.

This is rather a serious matter for both the farmers and retail merchants, and some campaign should be started immediately to educate both in the proper methods of handling produce while in their possession. We are attaching you copy of a circular issued by the produce house in question, whose name we prefer to withhold at the present time, and also a second circular issued by the same firm covering the methods to be adopted to realize the best results in handling eggs.

Our reason for referring to you at this time is to request that you take the matter up in your future issues and endeavor to show your subscribers among the retail merchants their responsibility in the matter. We, of course, intend to do what we can in this connection ourselves.

Trusting that you will comply with our request, we are,

Yours very truly,
The Retail Merchants' Association of Canada—F. E. Raymond, Secretary Saskatchewan Provincial Board.
Saskatoon, July 10, 1915.

The circular sent out to shippers by the packing house referred to is as follows:

All Shippers:

As previously advised, we have discontinued buying eggs at Saskatoon, and for your information beg to say the eggs from the Saskatoon district have not proven satisfactory again this year. For your information we beg to say last year we lost money heavily on eggs from this district, and, therefore, we were very cautious this year, but the quality has again proven unsatisfactory for storage purposes.

There is no question but when the eggs are laid they are just as good as eggs from Alberta, but the trouble is the farmer and the shipper have not given them proper care. This lack of care is bound to cost your district lots of money, hence we are giving you these facts so that you can take up with your various shippers in a public way and improve the conditions, thereby permitting your producers to realize more money from their product than they are now doing.

We have the storage facilities and the outlet for first-class eggs, and are willing to pay market prices for same at all times, but you must remember that eggs that we buy now and put into storage are not consumed until next November, December, January, and possibly February. Therefore, to stand this test they must be absolutely right when they go into storage.

For your own good and the good of your customers—that is, the producing farmers in your district, we again ask you to spread these facts and work with a view of getting us fresher and better eggs, so that we can pay the top price for same and get value received.

Attached please find some special points to be taken into consideration in handling and shipping eggs.

The Saskatoon Retail Merchants' Association do well to take this matter up aggressively, but possibly the boycott or threatened boycott will do more to awaken the merchants to modern methods of handling eggs than pages of advice.

An egg is at the height of its value immediately it is laid; the sooner it is got to market the more valuable it is to the farmer, the merchant and the consumer. People won't stand for ancient eggs these days, and the demand for theatrical purposes has declined since the advent of the movies.

Post this list of maxims up in your store, and draw the attention of your customer to it when you are compelled to turn down a basket of eggs. It was issued by the Department of Agriculture, and is authoritative.

To Realize Best Results in Handling Eggs.

1. Provide plenty of clean, dry nests.
2. Gather eggs at least once a day in cool weather and twice in hot and wet weather.
3. Keep eggs in cool, dry place.
4. Do not wash eggs.
5. Never keep eggs near kerosene, onions, fish or any other strong smelling substance; they readily absorb odors.
6. Never expose eggs for market to direct sunlight, rain or extreme heat.
7. Farmers should market their eggs at least twice a week and more often if possible.
8. Merchants should make shipments daily, if possible, but do not hold over three days. What you might gain in advance in market will more than be lost in deterioration of quality.
9. All eggs should be shipped in good strong cases, with fillers in good condition, and packed with excelsior and flats on top and bottom. Do not use newspapers as flats.

OTTAWA GROCERS TO HOLD FOOD SHOW.

Ottawa, July 22—(Special).—The Retail Grocers' Association of Ottawa are holding a Pure Food Show during the Central Canada Exhibition, September 10th to 18th. For the occasion they have secured Howick Hall, one of the most beautiful buildings on the Exhibition Grounds and a staff of carpenters and painters are now at work building booths and getting everything in shape. A large and representative committee has been appointed and the undertaking has the support of Ottawa's wholesale and retail grocers.

The executive committee are:—Alex. Phillips, T. W. Collins, and A. S. Moreland.

The secretary-treasurer of the Pure Food Show is T. W. Collins, and the office is in the Marpaul Chambers, Suite 5, 178 Sparks street. The city travelers are taking a keen interest in the proposition.

There will be no admission fee charged to the public to get into the Pure Food building.

The general committee consists of the following:—John Bambrick, Kennedy & Co., Crabtree Limited, R. E. Powell, W. Cunningham Limited, R. McGregor, Limited, Alex. Phillips, A. S. Moreland, T. W. Collins, Major & Hurteau, T. Bowman, R. H. Beck, Bryson-Graham, Limited, Duncan Bell & Co., A. P. Johnson, F. Burgess, and J. H. May.

The man who is too dignified to be pleasant for the sake of the store is too dignified to draw very much pay.

THE FOOD PROBLEM AT NIAGARA CAMP.

(Continued from page 22.)

"I have examined and tested the sample of tea submitted to me, which is said to be the tea served at the Niagara camp. I have no hesitation in saying that this tea is good quality, although I would not go the length of saying that it is fine quality.

"I find no evidence whatever, of any admixture of low grade China, or of China of any quality, and think the tea, if properly prepared, should be quite satisfactory in use.

"I have no idea as to who supplied the tea, nor of the price charged for it."

Another tea expert, one who also has no idea as to who supplied the tea to Niagara Camp, states that the sample given him is of a good class tea for the purpose intended. In the long stand, such as it would be likely to have with camp cooking, he believes it would not get too bitter. This expert also stated that the tea has no China in it, but seems to be largely Indian.

Somewhat more critical was yet another expert. It is his belief that the tea is largely Ceylon with some India in it, and he states that for soft water, such as will be used at Niagara Camp, a tea somewhat heavier in body would be rather better. The samples, however, he believes, are of a tea which would cost about 26c a pound a month ago—somewhat more at the present time.

There is also some difference in opinion as to the quality of the coffee being given the soldiers. One expert states frankly that this is poor. In the first place he says that it is 25 per cent. chicory, and further is too weak to be of best service for a military camp. This man says that 18c would be quite sufficient to secure such product—indeed, he says, it would be possible to make money on it at the figure.

Another coffee man, after analyzing a specimen of the coffee, stated that while somewhat weak, he considered the coffee good. He believed that it would require boiling for about 15 minutes, to ensure a good cup, but that if such boiling were given, the result would be entirely satisfactory. His opinion was that the coffee was worth about 20c per pound.

To Improve the Cooking.

While, as will be seen, there is a certain range of opinion as to the quality of coffee and tea, it appears that the men at camp are not being given anything which falls too far short of what might be expected. As Major Milson expressed it, the main problem is probably the cooking. All who have the interests of the soldiers at heart, however, will be glad to learn that steps are being taken to improve this branch. Only last week, Sergeant-Major Kearson, of Kingston, C.P.A.S.C., which being interpreted means Canadian Permanent Army Service Corps, was at the camp giving the various cooks—there are from eight to ten, in connection with each regimental cook camp—instructions in the best way of preparing raw meat and other products. His aim was both to secure greater economy in the use of the supplies, and to assure better results from the standpoint of the soldier.

Every man who is at Niagara, has undoubtedly made up his mind to endure great hardships in a great cause. Unquestionably, these hardships will come, but an investigation of the Commissariat Department, seems to make it clear that the hardships from poor food are not very large at the present time. Men who are accustomed to go hunting in the fall, or on fishing trips in the summer, endure more in this regard than do the soldiers at the Niagara Camp.

CIVIC HOLIDAY AND PICNIC GOODS.

(Continued from page 21.)

the front of the store was similarly arranged.

This, however, did not end the selling campaign of picnic goods in this store. The salesmen were well informed on the various lines and they were asked whenever an opportunity occurred to bring the conversation around to Civic holiday and picnics. It was not difficult to do this. The old and oft repeated question; "Where are you going, Christmas?" was changed to "What are you going to do Civic holiday?" If the customer referred to a picnic which the family had arranged, the next question was, "I suppose you have had a look around to see what foods you would like to take with you—we have brought out of the stock room every line we think you would be interested in," or words to that effect.

This sort of conversation always get the customer looking around and invariably sales of goods on display were made. A prominent feature of the campaign was that several lines of goods were introduced that had previously been unknown to certain customers. This meant that in future the demand for these goods were widened. One customer for instance had never heard of "Tuna" fish, and when she discovered how delicious it was, and how closely it was related to the taste of chicken, she not only bought it for future use but told her friends about it as well. The campaign therefore was a far-reaching one, as all campaigns of this character are. It did not mean that the store staff neglected the business in staple groceries, but it meant that the business in picnic goods was supplementary, to the staple grocery business. The advertisement in the local paper linked up with the interior arrangements and window display. It called attention to the different lines of picnic goods which should be taken on excursions—and it brought in the business. There is money here for others.

CANNED TOMATOES AND PEARS TO BRITAIN.

(Continued from page 19.)

the manufacturers. Crops in the West, too, promise to be good, and, with the addition of 25 per cent. more land in cultivation this year, the Western trade is looking forward to a better season than last. Jam has become a staple article of food—this applies particularly to Western Canada.

HOLDING COMPANY FORMED.

Since the above item was written, in fact on Tuesday night, the long-anticipated holding company was finally consummated, including 98 per cent. of the factories. The representatives on the board of directors from the Independent Canners are as follows:—E. D. Smith, Winona; H. W. Bedell, Picton; J. L. Stocks, Northfort; Walter Lumbers, Toronto; B. H. Burgess, Burford; A. A. Worden, Wellington; Mark Smith, Oshawa.

In speaking to a representative of Canadian Grocer, a gentleman connected with the organization stated that now the new organization was consummated the canned goods business would be placed on a much better basis. It was not to be understood that the holding company was organized to boost prices but rather to give the public canned goods at a bare profit above cost of production; the general aim being to market what in Canada has been, of recent years, an over-production. It was also predicted that with a complete system of inspection better goods would be packed.

The members of the board who represent Dominion Canners were not ascertained as we had to go to press without time to get them. They will be given next week.

ENLARGING THEIR PLANTS.

The head offices of the Borden Milk Co., Ltd., Montreal, located at 396 St. Paul Street, are being extended so as to include No. 400 in that street and 9 to 11 Place Royale Square. Improvements more or less expensive are also being made at the factory at Ingersoll, Ont.; Tillsonburg, Ont.; Norwich, Ont.; Huntingdon, Que., and Truro, N.S. Additional storage buildings are being added to the three Ontario plants.

THE CLERKS' PAGE

THE CARE OF PICKLES IN THE STORE.

The taking care of pickles in the grocery store, whether in bulk or glass, is something with which the clerk and merchant as well should familiarize himself —that is, if he desires to give his trade the best in this line.

In order to keep bulk pickles in the best possible form they should be kept in a dry, cool, even temperature. Pickles should be covered by the vinegar at all times. Rather than to sell pickles from the original container, it is best to secure a two or three-gallon jar with cover, taking the pickles out for short needs, and always keeping the pickles covered with liquor while in this container.

Before refilling this jar, always wash thoroughly. This will stop fermentation. Examine the original container from time to time, and refill with liquor if short to keep the pickles always covered. If it becomes necessary at any time to add liquor, add vinegar to the sour or sweet and a weak salt brine to the dill pickles. Keep a weight of some kind on the pickles so that they will not project above the liquor.

Pickles will turn green in the sun, and if left long enough will turn a greyish color. This has been the cause for bottled goods being wrapped in paper. Never let pickles stand in the sun. It is best to keep them in a dark place.

A COLLAPSIBLE BARREL.

A new collapsible barrel is said to have been invented by a New Kensington, Penn., man, which is expected to be of great value to all shippers of such articles as potatoes, fruits, sugar, salt, lime, rivets, nails, etc. The barrel when it has been emptied can be taken apart, packed together and returned to the shipper for use again.

This new type of barrel, it is claimed, can be built at a cheaper cost than the ordinary wooden barrel, and the assembling of its parts will consume about one minute. The wooden barrel or keg, now in use, is built as cheaply as possible because it cannot be used twice on account of its bulk being too great to return to the shipper. Ten of these new barrels when collapsed and packed will occupy the space used by one ordinary barrel now.

It is expected that this new kind of barrel will be of great financial benefit in saving on barrels from the standpoint of both consumer and producer.

VANILLA IN THE PHILIPPINES.

A vanilla-producing plant, Vanilla ovalis, has been found on Mindoro, one of the Philippine Islands. The plant has roots similar to those of amlong, and found to be superior to amlong for use in basketry, as they are pure white and require no bleaching. The plant also has a leaf similar to that of one kind of amlong (Pothos rumphii), and in growth the two plants are very similar. The leaf of the vanilla plant, however, differs somewhat from the leaf of amlong, in that it is unusually thick and is sessile. The plant is found both in open ravines and in deep forests, but is not plentiful. The Bureau of Education is investigating the plant with a view to ascertaining whether it may be developed commercially in making vanilla extract for trade purposes.

THE ENCYCLOPEDIA

GINGER.

One of the chief condiments sold from the counters of retail grocery stores is ginger. This familiar spice is obtained from the knotty, fibrous roots of the ginger plant, a native of India, now cultivated more or less extensively in all tropical countries.

Ginger is known in commerce under two large divisions, coated and uncoated or scraped. The latter is deprived of its coat when in the green state and sold as white ginger.

The sort most generally met with in Canada is that from Jamaica. Gingers are purchased in various conditions—whole, ground, washed, unwashed, spent, scraped and cut.

In Jamaica ginger is planted in March or April and soon the ground is covered with long green leaves. In September little flowers slightly tinged with green appear when the stems are from three to four feet high.

When the flowers wither and go to seed the roots are dug up. This is about the end of January. Should the roots be left too long in the ground, stems grow from them. If taken up earlier they are only about five to six inches in length, succulent and suitable for preserving. The real roots of the plant are the thin fibres given off from the knotty tubers. The yield per acre is placed at 4,000 pounds.

After the ginger reaches the first markets it is sometimes bleached or coated. This is done by burning sulphur or chlorinated lime and covering with the sulphate of carbonate of calcium as a protection against insect pests.

Black or stone-brown whole ginger of commerce usually consists of the older tough roots which have been simply discolored by scalding. They are of inferior strength and flavor.

Whole white ginger is usually of a superior quality, prepared by scraping off the outer dark-colored part and then carefully dying without scalding.

Whole ginger is largely employed in making ginger beer, ginger essences, etc.

Washed ginger is ginger cleansed in acidulated water to protect it from worms.

Green ginger is usually imported in casks and in this state is used by wine makers and for preserves.

Leaf ginger is that which has been sliced up into thin flakes.

Spent ginger, often sold to grocers as "washed," consists of whole ginger which has been boiled or steamed or otherwise exhausted in making ginger beer or other cordials.

The common adulterants to be expected in ground ginger are tumeric, wheat flour, husk of mustard seed, arrowroot, sago, etc.

Besides being used as a condiment, ginger is also used as an aromatic and stomachic medicine. Externally applied it has been known to remove headache and toothache.

The root stocks collected in a young green state, washed, scraped and preserved in syrup form a delicious preserve.

ADVICE FROM CONFUCIUS.

He that knows not and knows not that he knows not is a Fool: Shun him.

He that knows not and knows that he knows not is Simple: Teach him.

He that knows and knows not that he knows is Asleep: Wake him.

He that knows and knows that he knows is Wise: Follow him.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces

Martin and Peniston, grocers, Montreal, have registered.

The Standard Syrup Co., Quebec, P. Q., has registered.

Tilman A. Cormier has opened a grocery store in Sackville, N. B.

B. Ram & Co., Inc. wholesale grocers, Montreal, have obtained a charter.

C. Lebrun, general merchant, Wolfe Lake, Que., is succeeded by E. Lafond.

E. A. Forbes, son of W. E. Forbes, Montreal, wholesale grocer, has enlisted with the 5th Montreal Rifles and will leave for the front shortly.

R. E. Harris for many years a director of the Acadia Sugar Refining Co., Limited, of Halifax, has retired from this position on his elevation to the Bench.

A report from Aylmer, Que., states that there are prospects for a beet sugar industry there. An option has been secured on 15 acres of land there. David A. Gordon, M. P. for East Kent, has looked over the situation and has advised that at least 15,000 acres are adapted for the production of sugar beets, and has been interesting a number of Ottawa capitalists, with the result that it is understood they will finance the erection of a plant costing $400,000.

Ontario.

Wm. Henderson, groeer, Toronto, has sold to T. Clee.

John Sutherland, grocer, Hamilton, Ont., has sold to Mrs. A. F. Belbeck.

V. E. Davey, grocer, Niagara-on-the-Lake, Ont., sustained a fire loss reeently.

Bolton Bros., grocers, Ottawa, are succeeded by M. L. Bolton.

S. Berger, grocer, Ottawa, Ont., has sold to Chas. Shore.

J. A. Gillet, grocer, Aylmer, Ont., has installed two sanitary grocery counters.

Morton Bros., grocers, Toronto, are succeeded by Wm. J. Harris.

The Northern Grocery Co., Ltd., Fort Frances, Ont., has obtained a charter.

Church & Ross, general merchants, Fruitland, Ont. have sold to J. B. Pettit.

C. W. Sheppard has joined the sales staff of the MacLaren Baking Powder Co., Toronto.

The Business Men's Excursion of West Toronto went to Oshawa on Wednesday.

The Teasdall Grocery Co., grocers, Toronto is succeeded by Marie J. Teasdall.

W. J. Lundy & Co., Algoma, Ont. are remodelling their grocery department and installing new fixtures.

The F. E. Ryerson store, Brantford, Ont., recently displayed tea in eannon shells in their window.

Geo. Dillon of Hamilton, Ont., representing The Canadian Sugar Refining Co., there for many years, died reeently after a short illness.

Wm. Morris, a merchant in Rodney, Ont., recently installed a sanitary display counter in his grocery store. He is endeavoring to supply clean foods to his customers.

John Bowman & Son, grocers and butchers, Ailsa Craig, Ont. have moved to new premises in Nablo's old store. The groeery department has reeently been added to the store.

Henry Avery, for ten years in the shipping department of the Ingersoll, Packing Company, Ingersoll, Ont., has purchased the grocery and meat business conducted for some time by Manzer & Thomas.

A number of grocers in Wallaceburg, Ont., are joining together to have their goods delivered co-operatively. The new system will begin Aug. 1 and will be conducted by a man outside the retail business entirely.

Michael Purtell, who for a number of years conducted a grocery and meat business at the corner of John and Montreal streets, Kingston, Ont. passed away recently following an illness of short duration.

The Proctor & Gamble Co. of Cincinnati have practically completed the erection of their new plant in Hamilton, Ont. and they state that they will begin operations about August 1st and that the first soap will be turned out on August 2nd.

Western Canada.

Campbell & Wilkinson, grocers, Winnipeg, are succeeded by D. E. Campbell.

The Winnipeg Co-operative Society, Ltd., Winnipeg, is under seizure by the bailiff.

A meeting of the creditors of the Winnipeg Co-operative Supply Co., Ltd., has been held.

The general store of G. R. Russell & Bro., Prince Albert, Sask., has been sold to G. W. Baker.

The estate of Ruttan, Alderson & Lound, Ltd., Winnipeg, has been sold to the Harry Horne Co.

Friday, July 30, will be Travellers' Day at the Provincial Exhibition to be held in Regina, Sask.

Merchants of Claresholm, Alta., close their stores Wednesday afternoon during the summer months.

Stoek of W. A. McCardley, general merchant, Assiniboia, Sask., has been sold to Sandford, Ltd.

The Retail Merchants' Association of Saskatoon, Sask., held their picnie at Crystal Beach, on Wednesday, July 14.

A. Bay, general merchant, of Dauphin, Man., who also formerly had a branch store at Pelly, has purchased the Kezner & Brownstein store in Kamsack, taking possession July 1st.

A. W. Wylie, the West Side grocer, Saskatoon, Sask., who is in charge of the West Side branch post office, has moved both store and post office to the premises formerly occupied by the Saskatoon Trading Company.

N. B. Good has purchased the interests of A. Kritzwiser in the groeery firm of Good & Co., Lethbridge, Alta., and will henceforth be sole proprietor. Mr. Kritzwiser will leave shortly for Qu'Appelle, Sask., where he will go into partnership with S. H. Caswell, a groeer there.

The annual picnie of the Hudson's Bay Company, Winnipeg, was held reeently at Winnipeg Beach. A speeial train transported the pienickers from the city to the lakeside town. Following the dinner, there were pastimes, sueh as bathing, shooting, bowling and row-boating, over the lake. The ball team, eomposed of members of the retail store staff and featured by the presence of the new general manager, Mr. Sparling, defeated the "Hudson's Bay wholesale" team.

The National Council of the Canadian Credit Men's Assoeiation reeently passed the following resolution at its Winnipeg convention: "That we, the National Counеil of the Canadian Credit Men's Association, in annual eonvention assembled, believe that it is desirable and in the interests of the trade and commeree of the country, from the standpoint of the manufacturer, the wholesaler and the retailer, that the different branches of trade should seriously consider a general shortening of eredit terms."

Beans and Peas Higher

Montreal Reports Advance in Both—Tea Situation Looks Peculiar—A Large Indian Crop is an Independable Quantity—Peaches to be Cheap—Molasses Situation Firm.

Office of Publication, Toronto, July 21st, 1915.

THE protracted hot weather has made a great demand for fish and some stocks in certain lines are short. This applies particularly to halibut, and as our market report shows this week, prices are up two or three cents. We cannot get halibut now under 14c, that is good quality. The scarcity applies too, for the moment, to salmon, both from Eastern and Western Canada. Nevertheless the price on Eastern stuff has been reduced so that now it approximates that coming down from the West. Up to now the Western stuff has got the business chiefly because it has been a little cheaper.

The large make of cheese has had one indirect influence upon the butter market. The fact of such an over-production, or at any rate, such a large production of cheese has made for some stringency latterly in the butter market, and we do not think we shall see prices any lower than they are at present. This does not infer that there is any scarcity of butter, but there has been some export demand not only to England but also to Australasia and supplies are by no means large. In the very nature of things the excessive production of cheese cannot accompany any similar excess in production of butter. Meanwhile, cheese is down in price in all Canadian markets.

Rolled oats are somewhat higher this week because there appears to be a scarcity of supplies on the market. This is not infrequent at this time of the year and the market has been stiffening up now for two or three weeks. On the other hand the rest of the cereals are somewhat slower because during summer months lighter breakfast food takes the place of the heavier cereals. There is a notable firmness in the market for mill-feeds. This is not surprising in view of the fact that most of the mills are running short now, and the scarcity in supplies tends to make prices higher, particularly when there is found to be—for some reason or other—an excessive demand right now. Beans and peas are quoted higher in Montreal. Bran and shorts are both advanced 50c.

The first corn appeared on the market the other day and was selling at $1 a dozen. This, of course, is far too high a price for average buying, but within a week or two we shall see corn at considerably reduced levels. Most fruits and vegetables now are coming down somewhat in price; blueberries, raspberries, strawberries, apples, melons of all kinds, canteloupes and the like are all within easy reach of everybody's purse. It looks as if we shall have a fairly good crop of peaches. We hear from reliable sources that indications are for a crop exceeding that of last year.

For the first time for many months there looks to be an easiness in the tea market. Canadian Grocer has consistently been correct in its remarks regarding the trend of tea levels and we think that the large crop of Indians—up to date 7 million pounds more than last year—may prove a fly in the ointment of advancing prices. Therefore this is not a buying time. We may see lower prices on tea if the Indian crop is a big factor.

QUEBEC MARKETS.

MONTREAL.—Buying throughout the province in general grocery lines has been good. Collections have never been so good, it is reported.

The prediction last week that the supplies of molasses would be exhausted has proved to be a fact. It is cabled that there will be no further shipments made other than those contracted for. Prices have again advanced 2c.

Both dried beans and dried peas have taken a big jump this week—the former between 10c and 20c all round, and the latter 25c. Supplies seem to be practically exhausted. Between now and the new crop the price is expected to go higher. Some Rangoon beans may be offered, but the quality of these is not good.

Suitana raisins are up this week, now being quoted at 12½c to 15c. Spot stocks are about exhausted, and no Smyrna Sultanas will come this year, and the trade will rely largely on California fruits. The spot stocks of currants and figs are also very small and the market firm. Portuguese figs will probably take the place of Smyrnas this year.

SUGAR.—The market has been weak. Raws eased off in New York from 3 15/16c to 3⅞c, and at the low price large sales have been made. There is nothing, however, that would indicate a likelihood of change in prices here. The demand has not improved any, and can only be said to be fair.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—The market continues very strong, but there has been no advance made this week; the demand has hardly been so good. Retailers seem to be holding off. No doubt they find it hard to believe prices will advance further. The Japan tea market has strengthened. It is doubtful if they can be bought at last week's prices. Japan mediums are said to be very good value. In the home market, Japan mediums have advanced 7½ to 10 per cent., and low grades comparatively. The majority of conditional orders, which were sent out before the opening have been readily taken at the advance as above. Owing to the strong market it would not be surprising to see further advances. The big houses having buying agents in Japan will not be affected by this, as they buy at a price. Up to the present there has been a big improvement in quality and style, and Japans are expected to give good satisfaction this year.

DRIED FRUITS.—Sultana raisins on spot are about exhausted. In pound packages the price is advanced 1c, and is now 12½c to 15c. No Smyrna Sultanas will come this year, and the trade will have to rely largely on California fruits. Currants on spot are short, and the import cost is 7¾c for new crop. The supply of Smyrna figs on spot is also very small. It is expected that Portuguese figs will be used in place of Smyrnas this year. Although Smyrnas

are better quality than Portuguese, prices will rule about the same.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 08½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07¼
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12 lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, eacb	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 12½	0 15
Valencia, selected	....	0 09
Valencia, 4-cr. layer	....	0 09½
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 16 oz.	....	0 1[illegible]

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Cables are to the effect that Valencia shelled almonds, new crop, are lower in price, costing 13½c laid down in Montreal. The shelled walnut market still holds firm, and there is quite a demand for fall deliveries for Christmas trade.

Almonds, Tara	....	0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14
Shelled walnuts, new, per lb.	....	0 32
Shelled almonds, 28-lb. boxes, per lb.	0 34	0 35
Sicily filberts	0 12	0 13
Filberts, shelled	....	0 24
Pecans, large	0 18	0 21
Brazils, new	0 17	0 18
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—Since Saturday the price of molasses has again advanced 2c, the Montreal price now being 53c for fancy and 44c for choice. The hint thrown out last week that it might be impossible to get any further supplies other than those on the way now appears to be a fact. Cables have been received that there will absolutely be no more shipped other than the small lots already contracted for. Stocks in wholesalers' hands are small. On account of the exceedingly high prices which have been asked as compared with last year, wholesalers have been holding off, probably with the expectation that prices would slump, as they did late in the season in 1913. The only buying that can now go on is of the supplies in second-hands, with those holding smallest stocks endeavoring to buy from those more fortunate. It is unlikely many sales of this kind will be made, as most wholesalers will have trouble filling their contracts.

	Price for Island of Montreal.	
Barbadoes Molasses—	Fancy.	Choice.
Puncheons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	....	0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.	....	1 40
Cases, 2 lb. tins, 2 doz. in case	....	2 65
Cases, 5 lb. tins, 1 doz. in case	....	3 00
Cases, 10 lb. tins, ½ doz. in case	....	2 90
Cases, 20 lb. tins, ¼ doz. in case	....	2 85
Maple Syrups—		
New, pure, per 8½ lb. tin	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	....	1 15
Maple sugar, pure, per lb.	....	0 15

SPICES.—The market is more active. It is a traditional custom for the spice trade to go through a period of slackness from June 15th to July 15th. Now that this period is passed, the demand is better and prices have stiffened.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—45-55c.			
Ginger, Cochin	—0 19	——	——
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 26	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 18	0 20
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 40
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	....	0 19½
Pimento, pure	....	0 17

RICE.—The market is quite steady and firm, with a possibility of an increase. The demand is good. There is no change in our present quotations.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 75
"C.C."	3 65
India brigbt	3 85
Lustre	3 95
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 60
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna.		
Bags, 224 lbs.	0 06	0 06¼
Half bags, 112 lbs.	0 06¾	0 06
Quarter bags, 56 lbs.	0 06¾	0 06¼
Velvet head Carolina	0 09¾	0 10¼
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 06½	0 07
Seed, lb.	0 06½	0 07

DRIED VEGETABLES.—Supplies of beans in Ontario are reported as being very low. One wholesaler expresses the opinion that there are not ten cars in that province. The price has taken a jump as a result, and is now at $3.35 to $3.50, an advance of 10c to 20c. It is difficult to say what will take place between now and the arrival of the new crop in the early part of October; prices may go to $4. Peas are also very scarce, and have advanced 25c. This applies to A1 soup peas only. An advance in split peas is bound to follow.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 35	3 50
Yellow, per bushel	....	3 70
Yellow eyes, per bushel	....	3 70
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	3 00	3 25
Peas, split, bag, 98 lbs.	....	5 25
Barley, pot, per bag	....	2 85
Barley, pearl	....	4 50

MONTREAL.

CANNED GOODS.—The new prices set by many wholesalers last week have been maintained. Nearly all wholesalers are now asking 90c and 87½c for tomatoes. Many retailers bought very heavily when prices were low. Though this has eased off, some buying is still good. Many retailers have been buying only for their immediate requirements. The consumption has been greatly increased on account of low prices prevailing.

ONTARIO MARKETS.

Toronto, July 23, 1915.—As may be seen by reference to our dried fruit market report there will, it is said, be a good buy in peaches at somewhere around 5½ cents. It is said that evaporated apples will be short this fall and so the peaches, at so low a figure, should be a good buy.

With regard to the flour and cereal situation, it will be noticed that while flour is still more or less dull, there is a good deal of activity in rolled oats, and in bran and shorts, all of which are firm in both markets and advanced in Toronto. Beans and peas are higher in Montreal. The cereal market can well stand these activities. It has been dull enough goodness knows.

We wish to draw the attention of the trade to our remarks in the tea report and also in the summary on the first page of markets. The tea situation is, to say the least, interesting and, frankly, we should not be surprised to see a slump. There are reasons, pro and con: read the market report and see.

General business continues good and prospects of a good crop have put heart into the trade. Serious new damage to the great wheat crop is now almost an impossibility. If the more recent forecasts did not hold out promise of as large a crop as earlier estimates had indicated, at least the recent weather has turned to the good and is now providing the warm sunshine needed after a wet season. In any case we are assured of a good crop, if not a bumper crop, and one which will probably yield us the largest return in money ever sold.

With regard to the 7½ per cent. duty which the recent budget imposed on goods coming from America, the New York "Journal of Commerce" has the following to say:

"The tariff duties on beans and dried and canned fruits sent from the United States into Canada, including the war tax imposed by the Canadian Government a few months ago, have been announced by the United States Government.

"The custom duties on such products are the same as before the recent session of Parliament except that a war tariff of 7½ per cent. ad valorem applies now in addition to the duties heretofore

applicable. This 7½ per cent. war tariff is applied as a percentage on the value of the goods. Beans were formerly dutiable at 25 cents per bushel, and 7½ per cent. ad valorem.

"Prunes and dried fruits unpitted, raisins and dried currants, were formerly dutiable at 2-3 cents per pound, where as now they are dutiable at 2-3 cents per pound and 7½ per cent. ad valorem. Evaporated apples were dutiable at 25 per cent. ad valorem. Now they are dutiable at 25 per cent. ad valorem plus 7½ per cent. Canned fruits in air tight packages were dutiable at 2½ cents per pound; now they are dutiable at 2½ cents per pound and 7½ per cent. ad valorem."

SUGAR.—We have no change of material interest to announce with regard to the sugar market. One day it is dull: the next some little activity is a feature. Last week, taking it by and large, the market ruled quiet but steady; little, if any, new business doing and withdrawals were only fair, due mainly to unseasonable weather. But the present hot spell should greatly increase the consumption and, with the retail trade carrying hardly any stock, a steady, if not heavy, demand is assured within a few weeks, making the refined market firm.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be bad at 5c per cwt. above bag prices.

TEA.—For the first time in many moons the tea situation looks different. It has consistently reflected nothing but an advance for months now, but at present—while we do not predict a smash in prices—there is an under-current of weakness which may develop into a break of ten or twelve cents, which is about the aggregate advance recorded since the first of the year. The reason for this is double-barrelled: first, buyers are showing a tendency to sit tight. Their requirements have been satiated and, sensing the influence of a big Indian crop, they are inclined to be wary about purchasing. The second reason is the bigness of the Indian crop. Up to this point it is already seven million dollars ahead of what it was last year and will go on improving every week and increasing the disparity between this and last year's offerings right along till October. The fact of the matter is that tea prices have been so good for the planter that he has been able to give a lot of attention to his plantation, by manuring, and so forth, and therefore the yield gets better and better, although the consumption is increasing by leaps and bounds too. Now, if the Indian crop proves very large and also buyers hold off, waiting for lower prices, we may see a big drop—possibly 10 to 12 cents, in a few weeks' time. It is by no means certain, and no one is foolish enough to predict anything in connection with the tea market, but the possibility is there. Therefore—if it be a good business maxim to buy low and hold off when the market is high—we may fairly say that this is not a buying time for tea. Events will, we think, corroborate that view.

DRIED FRUITS.—There will be a good buy soon in the shape of peaches at around 5½ cents. The evaporated apple supply will not be anything to write home about and an abundance of cheap peaches ought to get good business. This price of 5½c is cheap because there is about 1 cent freight and 32½ per cent. duty, so that the shipper is selling at a low figure. So far as prunes go there is nothing much doing in this market, but an advance in the price of Santa Clara prunes for September-October on the part of the California packers, together with a very strong market for spot supplies marked the New York market, where stocks are being rapidly diminished. Further to what we said last week anent the raisin situation, the market here and in New York is very strong and continues to grow in strength. Supplies are being depleted and good quality fruit is said to be difficult to find. The tendency of the market under these conditions is upward. The demand for old crop raisins for August-September shipment, upon the basis of prices announced by the Associated Company, has been good. Currants, we think, will go higher still. We make no alteration in prices this week, but the situation is very strong. The inclination both here and in New York appears to be for a higher price on currants this fall owing to the increased cost of preparing the fruit for shipment and the high ocean rates which are prevailing.

Apricots—		
Standard, 25 lb. boxes	0 13	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Sultanas, choice, new	0 12	0 13
Sultanas, fancy, new	0 14	0 16
Valencia	0 10	0 10½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 10½	0 11
Seedless, 12 oz. packets	....	0 10

NUTS.—There is some spasmodic buying of walnuts and almonds in this market. We quote 37 to 38 for shelled walnuts though the price is high for one or two sellers. With regard to the new Californian crop, it is intimated that the walnut crop for the coming year will be one of the largest on record. Ventura advices say that the trees in every orchard are loaded as they have not been in years, and three or four nuts are growing where only two were to be found before. Nevertheless, prices will be high, it is said, because, owing to the war, importations will be small and Californian will be "the big noise."

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, band-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 37	0 38

SPICES.—The market is in an unsettled condition. We have nothing of importance to record in the way of price changes. During the week, in New York, prices for black and white peppers, cloves, red peppers and cassias fluctuated erratically but within a narrow range, keeping both dealers and importers on the fence. The demand from grinders is moderate, but shows some increase over last week. Difficulties all emanate still from a dearth of supplies.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	....—0 10	....—0 15
Allspices, whole	....—....	....—0 15
Cassia, whole	....—....	0 21—0 23
Cassia, ground	0 14—0 16	0 21—0 26
Cinnamon, Batavia	....—....	0 27—0 29
Cloves, whole	....—....	0 28—0 33
Cloves, ground	0 18—0 22	0 28—0 35
Cream af tartar	0 25—0 35	0 45—0 50
Curry powder	....—....	....—0 26
Ginger, Cochin	0 15—0 17	0 17—0 19
Ginger, Jamaica, ground	0 18—0 21	0 23—0 25
Ginger, Jamaica, whole	....—....	0 25—0 28
Ginger, African, ground	....—....	0 14—0 18
Mace	....—....	0 80—1 05
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	....—....	....—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	....—....	....—0 50
Pastry spice	....—....	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 21
Peppers, black, whole	....—....	0 21—0 23
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	....—....	0 35—0 37
Pickling spice	....—....	....—0 20
Turmeric	....—....	0 18—0 20

CANNED GOODS.

It is reported that the holding company so much talked about recently has at last been all settled, 98 per cent. of the canners of the Dominion participating. One who has been active in the mer-

ger told Canadian Grocer that the move was to the best interests of everybody concerned because it's main result would be to keep prices (1) equal and (2) low.

MANITOBA MARKETS.

Winnipeg, Jnly 22.—Crop progress remains favorable since our last report, and there is every indication of a splendid yield in Western Canada.

Country trade continnes good, with city trade fair. The staple lines of groceries are steady, sugar being unchanged, but fairly firm. There are few market changes to report; these are apparently the dog days in so far as market changes are concerned.

About the only interesting feature to report is the fact that the medium-size old prunes are pretty well exhausted.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	6 60
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 60
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Letbbridge. For Edmonton and Saskatoon they are 5c case bigber.)

Molasses—	Per gal.
Barbadoes	0.53
New Orleans	0.34
Maple Syrups—	**Per case.**
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 26

DRIED FRUITS.—

Apples, evaporated, new, 50's		0 08½
Apricots, choice, 25's		0 14
Apricots, choice, 10's		0 14½
Apricots, standard, 25's		0 12
Currants—		
Dry clean		0 07¾
Washed		0 08¼
1 lb. package		0 08⅞
2 lb. package		0 17⅝
Vostizzas, bulk		0 10
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1 lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 07¼
Choice, 25-lb. boxes		0 07½
Choice, 10-lb. boxes		0 08½
Raisins, Muscatels—		
3 crown, loose, 25's		0 09
3 crown, loose, 50's		0 08¾
Raisins, Valencias—		
Fine selected		2 50
Four crown layers, F.O.S.		2 35
Choice seeded, lb.		0 11¼
Fancy seeded, lb.		0 11
12-oz. packages, fancy		0 08⅞
12-oz. packages, choice		0 08¾
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10⅞
Fine		0 10¼
Prunes, in 25-lb. boxes—		
90 to 100		0 08¼
80 to 90		0 08¾
70 to 80		0 09⅜
60 to 70		0 10
50 to 60		0 11
40 to 50		0 11⅝
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 13
3-crown, 10-lb. boxes, per lb.		0 12¾
Glove boxes, per doz.		1 00
Cooking figs, taps, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—

Rice and Tapioca—		
No. 1 Japan, per lb.		0 04¾
No. 2 Japan, per lb.	0 04⅝	0 04⅝
Siam, per lb.	0 03¾	0 04
Patna, per lb.	0 07	0 07½
Carolina, per lb.		0 08½
Sago pearl, per lb.		0 06½
Tapioca, pearl, per lb.	0 05¾	0 06½

NUTS.—

Nuts—		
Brazil, new stock		0 15
Tarragona almonds		0 19
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice		0 10
Pecans		0 22
Marhot walnuts		0 14½
Sicily filberts		0 14¾
Shelled almonds		0 41
Shelled walnuts		0 41

DRIED VEGETABLES.—

Beans—		
Canadian, hand picaed	3 85	3 95
Tbree-lb. pickers	3 55	
California Lima Beans—		
Bag lots		0 08½
Less tban bag lots		0 08½
Barley—		
Pot, per sack, 96 lbs.		3 30
Pearl, per sack, 98 lbs.		4 30
Peas—		
Split peas, sack, 98 lbs.		6 00
Sack, 40's		3 02
Whole peas, bushel		2 90

B. C. MARKETS.

By Wire.

Vancouver, B.C., July 20.—Provincially put up jams, arriving now. They will no doubt be good sellers, due to uncertain Old Country deliveries of English brands; quote glass jars at $2.25 a dozen, and 4-lb. tins at $7.50; business good. British Columbia fruits arriving freely, and ousting American importations.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresb	26 c
Extra selected	22½c
Vancouver Island	26 c
Lard, 3's, per case	8 75
Lard, 5's, per case	8 65
Lard, 10's, per case	8 60
Lard, 20's, each	3 05

GENERAL.

Almonds, shelled, lh.	0 45
Beans, Ontario, per lb.	06¼c
Beans, Lytton	06¼c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evap. apples, 50's	08¾c
Flour, 49's, bbl.	7 75
Lemons, box	3 75 4 25
Potatoes, per ton	20 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lh.	02 c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 45
Sugar, yellow, per cwt.	6 80
Walnuts shelled, lh., 40c; Almonds	42 c
Jams, glass jars, doz.	2 25
Jams, 4-lh. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 13½c; Apples, lb.	08¾c
Prunes, 70-80, 25's, lh.	08¾c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	07 c
White figs, per lb.	06 c

ALBERTA MARKETS (CALGARY).

(By Wire.)

Calgary, Alta., July 20, 1915.—Strawberries nearly over; cherries worth $1.00 per 8-pound box. Apples are almost cleaned up locally. Dairy butter now quoted at 20 cents. The heavy stocks of last few weeks have disappeared. Ontario cheese will probably be lower in the near future. Certain kinds of small white beans harder to obtain. Rain too plentiful. Warm weather and sunshine badly needed. Retail business in city is good.

Fruits—		
Blackberries		2 50
Strawberries, crate, 24 pints		3 00
Raspberries, crate, 24 pints		2 25
Cherries, 8-lb. box		1 00
Cantaloupes, crate		5 00
Oranges, case		4 75
Lemons, case		6 00
General—		
Beans, small white Japan, lb.		0 06½
Beans, Soya, per lb.		0 04¼
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail		3 70
Rolled oats, 80s		3 30
Rice, Siam, cwt.		4 00
Potatoes, No. 1 wbite, B.C., bushel		0 75
Sugar, pure cane, granulated, cwt.		7 65
Sbelled walnuts, finest halves, lb.		0 40
Sbelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cbeese, new, Ontario, large, per lb.		0 20
Butter, No. 1, dairy, lb.		0 20
Eggs, new laid, doz.		0 20
Lard, pure, 3s, per case		9 00
Lard, pure, 5s, per case		8 93
Bacon, smoked backs, per lb.		0 18½
Bacon, smoked bellies, per lb.		0 21
Canned Goods—		
Tomatoes, 3s, standard, case		2 55
Corn, 2s, standard, case		2 10
Peas, 2s, standard, case		2 10
Tomatoes, gals., case		2 00
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Lobster, ½s, per doz.		2 65
Salmon, finest sockeye, talls, 48xls, per case		10 00
Salmon, pink, talls, 48xls, per case		4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.		0 09½
Peacbes, cboice, 25s, per lb.		0 07½
Apricots, cboice, 25s, per lb.		0 13
Pears ,cboice, 25s, per lb.		0 14

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, Alta., July 20.—Edmonton bean market is particularly difficult owing to a practical stoppage of supplies from Japan and the poor quality of the Eastern product. New crop California is offered at comparatively reasonable prices; also excellent quality. Cheese market is fluctuating, due to the uncertainty in the East whether British Government will purchase further large quantities: price now 17c to 18½c, according to quality. Japan beans, $4 to $4.25. Flour, $3.30 to $3.65. Sugar, granulated, $7.70 to $7.60; yellow, $7.20.

Produce and Provisions—		
Cheese, new, lb.	0 17½	0 18½
Butter, creamery, per lb.		0 30
Butter, dairy, No. 1, 20c; No. 2		0 20
Lard, pure, 3's, per case		9 00
Lard, pure, 5's, per case		8 95
Lard, 10's, per case		8 90
Lard, pure, 20's, each		2 93
General—		
Beans, Ontario, per busbel	3 75	3 90
Beans, Japan, per bush.	4 20	4 25
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 50's	0 09	0 09¼
Potatoes, per bush.	0 35	0 60
Rolled oats, 20's, 80c; 40's		1 60
Rolled oats, bail, $3.55; 80's		3 15
Flour, 98's	3 40	3 55
Rice, per cwt.		3 85
Sugar, standard grau., per cwt.	7 60	7 70
Sugar, yellow, per cwt.		7 20
Canned Goods—		
Apples, gals., case		1 50
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen		2 10
Plums, Lombard		2 20
Peaches		3 25
Strawberries, $4.45; raspberries		4 30
Tomatoes, standard, per dozen		2 50

Salmon, sockeye, 4 doz. talls, case, 1s	....	7 50
Cohoes, 1's, $5.75; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

SASKATCHEWAN MARKETS.

By wire.

Regina, Sask., July 20.—Large percentage of wheat is headed out. Oats, barley and flax are making good progress. Cutting of some grains will commence in a couple of weeks' time. Weather is warmer, to benefit of crops. Dairy butter down 1c. Lemons easier and oranges higher. Watermelons considerably lower this week. New Washington apples, peaches, plums, apricots, and onions arriving. Celery at 10c. Cheese quoted 2c lower.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 16
Cheese, per lb., large	....	0 16⅞
Eggs, new laids	0 12	0 15
Lard, 3's, per case	....	8 90
Lard, 5's, per case	....	8 85
Lard, 10's, per case	....	8 80
Lard, 20's, each	....	2 90
General—		
Beans, Ontario, per bushel	....	3 75
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 80
Apricots, per lb.	....	0 12
Evap. apples, 50's	....	0 08⅞
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard, gran., per cwt.	....	7 44
Sugar, yellow, per cwt.	....	7 04
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 39
Broken beans, 2's	....	2 55
Beans	....	2 2[illegible]
Corn, standard, per 2 dozen	....	2 28
Peas, standard, per 2 dozen	....	2 28
Plums, Lombard	2 15	2 28
Peaches	....	3 21
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 85
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 60
Fruits and Vegetables—		
Apples, fancy, box	....	2 25
Grapefruit, per crate	....	4 50
Sweet potatoes, per crate	....	4 50
Lemons	....	4 25
Oranges, Valencias	4 25	4 75
Pineapples, case	....	4 25
Potatoes	....	1 00
Potatoes, new	....	1 00
Celery	....	0 10
Preserving cherries	....	1 90
Watermelons	....	9 00
California Onions	....	0 03½
Dried Fruits—		
Currants, per lb.	....	0 09⅛
Prunes, 70-80, 25's, lb.	....	0 10½

NEW BRUNSWICK MARKETS.

(By Wire.)

St. John, N.B., July 20, 1915.—Two fifteen cent advances in Ontario flour have marked the past week, and dealers expect further advances; oatmeal also has jumped a quarter dollar. In dairy products cheese is slightly off while butter has dropped about two cents. Lard shows slightly firmer. The low stocks of cream of tartar with no prospects for renewals is causing some of the dealers anxiety and this has been reflected in a jump of eight cents in price. Sugar has remained stationary despite good crops. Strawberries have not shown their usual mid-summer slump and remain firm at 11 and 12 cents.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 50	27 50
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 13½	0 14
Cheese, new	0 17¾	0 18
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 85
Flour, Manitoba, per bbl.	....	7 85
Flour, Ontario	....	7 15
Rolled oats, per bbl.	....	7 50
Oatmeal, standard, per bbl.	....	8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Strawberries	0 11	0 12
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 44½	0 45
Cream of tartar, per lb., bulk	0 55	0 57
Currants	0 08¾	0 09
Rice, per cwt.	4 25	4 50

THE U.S. AND SUGAR.

More sugar is consumed by the United States people per capita than by any other people in the world, and they are each year eating more. Government figures show that this year, taking every man, woman and child and baby in arms into calculation, the per capita consumption of sugar was a little under eighty-seven pounds. That makes the annual average sugar bill about $4 for each inhabitant in the United States.

MIGHT VS. RIGHT.

Written by a Montreal Wholesale Grocer.

From Britain's challenged honor,
From Belgium's sacrifice,
Where France has thrust upon her
War's full matured device.
From Russia's long endurance,
And Servia's helpless plight,
The World demands assurance
This Might shall not be Right.

Sacked City, Town and Village
And desecrated Fane
Where Wanton, Waste and Pillage
Their Witnesses remain.
Their homes of Wealth and Culture,
And humble homes of Peace,
And the vile feast of Vulture
Ask Rule of Might shall cease.

These men for duty dying,
These Patriot soldiers dead,
The thousands who are lying
On fields their blood stains red.
This hostage wife and mother
With children maimed or slain,
In bondage to another
Ask Might no more shall reign.

Ye same and kindred nations
With hands and voices free,
Build ye your Cross and Stations
Without Gethsemane?
Raise then your hands and voices
To aid the cause of Right,
Behold the World rejoices
When no more ruled by Might.

Air:—Greenland's Icy Mountains, with apologies.

Let's Gather Round

By C.W.B.

Do Chinamen eat? God blessed them with stomachs like the Canadian Grocer and me, but upon my soul I never saw them eat. I've seen them spit, iron, smoke, "jabber," laugh and run, but never eat. A thousand chances to one, they do. Then where do they get their food? In the largest grocery store in Calgary I once saw a sign in the Chinese language. "Translate that for me," I demanded of a clerk. He took down the sign and showed me on the other side the same words written in English. "There are many Chinese who do not understand English," he said. "All they have to do is to point to an article on this card, and I turn it around, and lo, there it is in English. Simple, isn't it?" This is a democratic store, where rich and poor, white and colored, all receive a square deal. Seeing a notice in Chinese characters on a Montreal store window this week, I went in and asked the proprietor if he did a Chinese business. "Yes," he admitted. "Some people won't take their trade, but refuse it; I, never. There's a trick to it. If you get a Chinaman into your store, and you give him good satisfaction, he will tell every other Chinaman within a two-mile radius. Celestials trade with me who come all the way from the other end of the city. Once you get to know them, they are fine to deal with. They pay spot cash, or, if they run an account, it is paid promptly at the end of the month." Now, I've heard of white people, even, who don't do that. Then I suppose Chinamen do eat.

The most potent factor against success is discouragement. The man who becomes discouraged has already lost half the battle of life.

FOR SALE

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

SITUATION WANTED

SITUATION WANTED AS GENERAL STORE or grocery clerk by young Scotchman having Canadian experience. In small town or village preferred. Apply Box 103, Canadian Grocer.

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

Phone 5 R 5, Jordan Sta.

First Corn and Grapes Appear

But Corn is Worth a Dollar a Dozen at Present—California Grapes Are Selling—Apples Are Lower—Domestic Tomatoes Now Getting Good Demand—Radishes a Glut on the Market.

MONTREAL.

FRUITS.—New apples are becoming plentiful on the Montreal market, and the prices have dropped 25c the basket; the present quotation is $1.50. Georgia peaches have made their appearance and are selling at reasonable prices, being quoted at $3 for six basket crates. Raspberries are more plentiful and have dropped from 16c to 18c; the supply is good and they are selling well. Raspberries are coming into more general demand as strawberries disappear; next week is expected to be a big one for "rasps." Blueberries have come on the market for the first time at 14c to 15c the quart. Cantaloupes have taken a drop of 50c and are now quoted at $3.50 per box of 45. The decline is undoubtedly due to heavy supplies coming in. There is a good demand for watermelons and the price remains firm at 40c to 50c. There is practically no change in the situation as regards oranges and lemons; the demand for the latter continues strong.

Apples—		
New apples, basket	....	1 50
Bananas, crate	2 00	2 25
Blueberries, per quart	0 14	0 15
Cocoanuts, sack	....	4 00
Grapefruits, case	....	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Gooseberries	....	0 19
Lemons—		
Messina, Verdelli, extra fancy, 300 size	3 25	3 50
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	4 50
Pineapples, 18-24 and 30-36	2 25	2 50
Peaches, box	....	1 40
Plums, box 4 baskets	1 75	2 00
Raspberries	....	0 16
Red currants, per basket, 11 qt.	....	0 75
Strawberries, per qt. cup	....	0 10
Cherries, 6-qt. baskets	0 40	0 50
Cherries, California, 11-qt. basket	0 80	0 90
Cantaloupes, box of 45	....	3 50
Apricots, box	....	1 75
Watermelons, each	0 40	0 50

VEGETABLES.—With old potatoes practically unobtainable, attention is being turned to the new varieties which are coming in plentifully and are selling at comparatively reasonable prices, being quoted at $1.25 the bag, while American growth are bringing $2.25 to $2.50 per barrel. The latter quotation indicates a drop of 25c on the prices of a week ago. Good cauliflowers are very scarce on account of the dry season and are now quoted at $2.50, an advance of from 50c to $1. It is thought that they may go as high as $3. Lettuce which has been a glut on the market is not so plentiful this week and consequently the quotations are somewhat stronger. Onions by the crate are done; new Montreal onions are selling in dozen bunches at $1. Parsley is not so plentiful as it has been and the price is up to 15c. Mississippi tomatoes are finished. There is a good demand for hothouse tomatoes and the price has advanced from 11c to 13c; there are now bushel crates selling at $1.75. Asparagus is practically finished for the season and carrots by the bag are also off the list.

Beets, new, doz. bunches	....	0 50
Beans, wax , Montreal, per bag	....	1 50
Beans, green, Montreal, per bag	....	1 50
Cabbage, Montreal, per doz.	0 50	0 60
Carrots, new, doz.	....	0 30
Cauliflower, Canadian, doz.	....	2 50
Cucumbers, fancy, doz.	....	0 40
Head lettuce, doz.	....	0 25
Curly lettuce, 4 doz.	....	0 15
Mushrooms, 4 lbs., basket	....	2 50
Onions—		
Montreal, doz. bunches	....	1 00
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 15
Peas, sack	....	1 25
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, bag	....	0 60
Green Mountain	....	0 75
New, bbl.	2 25	2 50
Radishes, doz.	0 05	0 15
Rhubarb, hothouse, doz.	0 20	0 25
Spinach, Canadian, box	....	0 40
Turnips, bag	....	2 50
Turnips, new, doz.	....	0 25
Tomatoes, Mississippi, crate, 4 haskets	....	1 25
Tomatoes, hothouse, lb.	....	0 13
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUITS.—Grapes made their appearance to-day. They are California stuff and sell for 3.75 to 4.00 a case. Apples are slightly lower, last week's top price of $1.50 being this week's bottom level. Blueberries are easier and there are lots of them. An abundance of good quality in large gooseberries means an easier tone to the price. Messina lemons are quite stiff. There is a good demand right now. Red and black currants are slightly lower despite the good trade they are finding. Bartlett pears, of so-so quality, are getting $3.50 to $3.75. Some fetch nearer $4. Canadian cantaloupes at 75 to 80c are a feature. This is a low price for such good stuff. Raspberries are worth 12½ to 15c this week. Cherries, particularly sweet; are going strong at reasonable levels. Limes, oranges, melons and such show no appreciable change. Business is good all round.

Apples, new, imported	1 35	1 50
Apricots, Cal., box	1 35	1 50
Bananas, per bunch	1 50	1 90
Blueberries, box	0 12½	0 15
Blueberries, 11-qt. basket	1 00	1 50
Cocoanuts, sack	4 00	4 25
California cherries, box	2 50	2 75
Cherries, case, imported	2 25	2 50
Cherries, Can., 11-qt. basket	0 50	0 60
Cherries, extra choice, black	0 85	0 90
Cherries, sweet, white	....	0 50
Currants, red, box	0 04	0 05
Currants, black, 6-qt. basket	0 75	0 80
Cantaloupes, case	4 00	4 25
Cantaloupes, Can., 11 qt. basket	0 75	0 80
Gooseberries, small, 11-qt. basket	0 40	0 50
Gooseberries, large, 11-qt. basket	0 75	1 00
Grapefruit, Cuban, case	4 00	4 50
Grapes, Cal., case	3 75	4 00
Oranges—		
California Valencias	4 00	4 50
Lemons, new, Messina, box	4 00	4 50
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 50	2 75
Pears—		
California, Bartlett, box	3 50	3 75
Pineapples, Porto Rico, case	....	3 25
Pineapples, Cuban	3 00	3 25
Plums, box	1 50	2 25
Raspberries, box	0 12½	0 15
Strawberries, qt. box	0 05	0 09
Watermelons	0 30	0 40

VEGETABLES.—First corn of the season made its appearance the other day but it sold for $1 a dozen, which was too high. We shall have to wait a little to get much corn. Beans are a trifle lower and we quote 40c to 75c. First crop of rhubarb is over now and second stuff will be in in a few days. Radishes are a glut on the market. They are almost given away. Cabbage too is very slow and almost unsalable although the price has been made very attractive. There are some Canadian hothouse tomatoes on the market now worth 14 to 16 cents a pound. Mississipi stuff is higher, and we quote $1.50 as outside price.

Asparagus, Canadian, baskets	1 00	1 50
Beets, hamper, doz. bunches	0 20	0 30
Beans, wax, hamper	0 40	0 75
Cabbage, new, crate	0 25	0 40
Cauliflower, hamper	1 50	1 75
Cabbage, bush.	0 40	0 50
Carots, new	0 15	0 25
Celery, doz.	0 25	0 50
Cucumbers—		
Slicing, hothouse, basket	0 75	0 90
Hampers	1 70	1 99
Egg plant, doz.	....	2 00
Mushrooms, 6 qt. basket	1 50	1 60
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
American	1 00	1 10

(Continued on page 39.)

Halibut Scarce and Higher

Supplies, for a Time, Are Lower—Roe Shad and Blue Fish Finished—Price on Eastern Salmon Down—Large Frogs' Legs Selling—Mackerel Pretty Well Cleaned Up.

MONTREAL.

FISH AND OYSTERS.—The feature of the market this week is a sudden jump in the price of halibut in original sources. The upward tendency is strong and seems likely to continue; quotations to the trade are expected to advance next week. Though the demand has not been much in excess of last year there is a certain speculative interest with a view to marketing large quantities of frozen on the English markets. Gaspe salmon has, against expectation, sold at unprecedentedly low prices during the past week and it would appear that the bottom has been reached with improvements probably from now on as the fishing is nearly over in many of the districts. Haddock and cod are plentiful and prices rule very low. Lobsters are getting scarcer with a tendency to stiffen in price. All kinds of lake fish are about normal in supply excepting pickerel and the demand as usual is good. In smoked, prepared, salted and pickled lines there is not much movement; it may be noted, however, that some dried and salted codfish has been offered and found purchasers though at a less figure than under similar circumstances last year. Gaspe salmon has started to come but as the total crop has not yet been figured, holders hesitate to put a price.

TORONTO.

FISH.—There has been a big demand this week for halibut and at the same time a scarcity happened along. Under these circumstances 10c is a low price because halibut is being imported from New York. We quote 13 to 14 cents. Mackerel is pretty well off the market now. Eastern salmon has got down to 18 cents: it is getting more business than western though that is now the same price. Roe shad and blue fish are virtually off the market now. Shad was a big success this year, so far as high class trade is concerned. Eels at 8 cents are getting good business right along and supplies were not so heavy this last week. White fish and trout are still the big business getters and trade from these lines keeps up well. Brook trout is now getting quite a lot of demand. With regard to frog's legs only the large stuff is left and we quote 45c as an average price.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb...	.08½	....
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	....
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.12
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.

	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09½
Halibut, eastern, chicken, per lb.	.09-.09½	.09
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.09
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	.05
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 5
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cans, each	0 40	....
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11 —12	13 —14
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, each	15 —16	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	7
Salmon, Western	15 —16	..
Salmon, Eastern	16 —18	18

FRESH LAKE FISH.

Carp, lb.	0 07	....
Pike, lb.	0 07	0 07
Brook trout	0 24	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout, lb.	0 11	9—10
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12 13	....

FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	..
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 75—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

TAKING ADVANTAGE OF SPECIAL EVENTS

Here is a timely advertisement used by Peebles, Hobson & Co., Hamilton, Ont., prior to the grocers picnic on Wednesday:—

GROCERS' HOLIDAY WEDNESDAY.

The Grocers' Annual Picnic

Customers will confer a great favor upon all grocery clerks by placing their orders early on Tuesday, thus enabling all stores to close for the whole of Wednesday.

For your picnic baskets we have roast chickens, roast ducks, delicious cooked ham, 40c; roast veal, 40c; roast pork, 45c; roast beef, 45c; ox tongue, 45c; spiced beef, 45c; jellied beef, 25c; chipped dried beef 40c; dressed spare rib, 15c; summer sausage, 40c, cut in wafer slices, cooked ham by the piece, 33c.

PEEBLES, HOBSON & CO., LTD. Quantity Grocers, King and MacNab Sts., Phones 181, 182, 1103.

This is a splendid example of taking an advantage of special circumstances.

Cheese Lower: Export Demand Declines

But it Looks Like a Flash in the Pan—Demand for Cooked Meats—Butter Will Not be Easier—Production Not Over-large.

MONTREAL.

PROVISIONS.—The effect of the hot weather is seen in the brisk demand for cooked and smoked meats. Prices are generally firm and the advances on backs and roast hams which were put into effect last week have been well absorbed.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 26
Peameal		0 26
Bacon—		
Breakfast, per lb.		0 22
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 28
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess		26 00
Heavy short cut clear		26 00
Clear fat backs		29 00
Clear pork		27 00
Lard, Pure—		
Tierces, 350 lbs. net		0 12½
Tubs, 50 lbs. net		0 13¼
Boxes, 50 lbs. net		0 12¾
Pails, wood, 20 lbs. gross		0 13
Pails, tin, 20 lbs. gross		0 13
Cases, 10 lbs., tins, 60 in case		0 13¼
Cases, 3 and 5-lb. tins, 60 in case		0 14½
Bricks, 1 lb. each		0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net		0 10½
Boxes, 50 lbs., net		0 10¼
Pails, wood, 20 lbs., net		0 10¾
Pails, tin, 20 lbs., gross		0 10¾
Cases, 10-lb. tins, 60 in case		0 11½
Cases, 3 and 5-lb. tins, 60 in case		0 11½
Bricks, 1 lb., each		0 12½
Hogs—		
Dressed, abattoir killed	13 50	13 75

BUTTER.—Conditions in the butter market are dull; prices on Saturday at Cowansville were 27½c, which is on a par with the comparatively low level of a week ago. Owing to the lower prices being generally offered for cheese it is reported that some of the factories will turn to the manufacture of butter which would naturally have the effect of making the output of the latter product comparatively heavy. In the United States the market is weak, declines of 1c to 2c the pound being recorded during the past week; the downward tendency is due to heavy receipts and comparatively small export inquiry. Quotations to the trade are unchanged but the tendency is downward.

Butter—		
Finest creamery		0 30
Dairy prints		0 26
Dairy, solids		0 24
Separator prints		0 23
Bakers		0 21

CHEESE.—There has been a continuance of generally weakening tendencies during the week with the result that prices have been tending lower, although as yet the quotations to the grocery trade have not been materially affected except on large quantities. There are many factors working towards lower prices, the most important of which is the weak demand abroad: the trade offers little gossip but the opinion appears to prevail that the rock bottom has not yet been touched.

Cheese—		
Old make		0 22
New make	0 17	0 18
Old specials, per lb.		0 20
Stilton	0 18	0 19

EGGS.—The egg market is fairly steady, although there is a feeling that conditions are slightly weaker. There has been no new export business during the past week and the British market is reported as being dull and depressed due to heavy arrivals of Russian and Chinese products. There are several cars of Manitoba and Middle West eggs on the way to Toronto and Montreal, so that for the present the market is well supplied. The consumption will have to increase to take care of the supplies coming forward or prices will decline as no one wants to store these hot weather eggs.

Eggs, case lots—		
Stamped		0 27
Selects		0 26
No. 1's		0 23
No. 2's	0 17	0 18

POULTRY.—The hot weather call for poultry is comparatively small as usual. Ducklings have taken a big drop and are now being quoted at 15c to 17c as compared with 19c to 20c last week which was a decline under the previous week. Live broilers are now coming freely but the demand is light; present quotations are 19c to 21c. Dressed broilers remain about the same.

Poultry—		
Frozen stock—		
Large roast chicken		0 23
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 16	0 18
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	0 75	1 00
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small		0 16
Turkeys	0 15	0 18
Ducks, old		0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 15	0 17
Broilers	0 19	0 21

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending July 17, 1915	14,403	90,081	23,786
Week ending July 17, 1914	18,719	70,788	7,860

TORONTO.

PROVISIONS.—There is nothing to report on this market this week except the call for cooked meats which keeps up and increases as the hot weather continues. Lard prices, though a shade stiffer, show no alteration.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 26
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 14½
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11¼	0 12
Tubs, 60 lbs.	0 11¾	0 12¼
Pails	0 12	0 12¼
Tins, 3 and 5 lbs., per lb.	0 12	0 12¼
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09	0 09½
Tubs, 50 lbs., per lb.	0 10¼	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.		14 00
Live, per cwt., off cars		9 65

BUTTER.—Prices remain much the same and little sentimental alteration is apparent in this situation. Supplies continue to be large: they are speeding up some now although up to last week, they were short some 23,000 packages as compared with the year before. The large make of cheese, doubtless, is working against over — or even adequate—production of butter, and therefore we do not figure on any lower levels in butter as the season gets on.

Butter—		
Creamery prints, fresh made	0 27	0 29
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Bakers', lb.	0 19	0 21

CHEESE.—New cheese has come

Further Information re War Orders

(Continued from page 20)

which are required for the maintenance of an army in the field is no reason why she should not manufacture them now.

However, the present indications are that while shell production in Canada was to some slight extent fostered by the Government through the shell committee, in other lines manufacturers are being left to depend entirely upon their own efforts. The arrangement of the British War Office with the Canadian Pacific Railway purchasing department may be expected to pretty thoroughly cover Canada so far as past and present production is concerned, but what is now wanted is the development of our industries to meet the new requirements.

In placing the shell orders the Shell Committee had practically an unlimited order for a specific product; in regard to miscellaneous supplies it is different. Orders are placed by the purchasing agent as they are received from the War Office and the scope of these orders can best be increased under the present system by submitting to the War Office definite information as to what Canadian manufacturers can produce.

TELL OUR POTENTIALITIES.

A feature of the machinery of the War Purchasing Department is that facilities will be provided for manufacturers to get into touch with the War Office. The present system does not extend co-operation so far as direct guidance in assistance in production—although such assistance might possibly be given if the conditions surrounding future orders require it—but we are told that any reasonable proposition will receive attention.

Canadian Grocer has been assured that information from individual manufacturers or groups or from any interests having goods to offer (or the facilities for producing them), which may be of interest to the British War Office, will at once be forwarded. Such information may not lead to business directly, but it will be put on file and the manufacturers will be advised as to the possibilities there may be for securing business. In connection with such propositions price may be regarded as an important factor, although Canada will naturally have some preference over foreign countries.

Manufacturers will be guided to a considerable extent by orders which have already been placed while offers to supply anything which is part or parcel of a soldier's kit or of the military machinery which makes for his efficiency at the front will be at once forwarded to London and the information kept on record for use in the event of the War Office sending out requisitions for any of these goods. Details as to the articles of the soldier's kit or other articles coming within the range of possible requirements could probably be secured from officials of the Dominion Government at Ottawa.

down again a trifle and there are lots of people who hope it is a permanent improvement. The market is still very unsettled, owing to the continuance of the large make and the easing-up of cable demand. This probably is only a temporary condition. The first of the make has been on now three weeks and can't in the nature of things, continue indefinitely. When it lets up we will see better over-sea demand and presumably higher levels again. Cheese is a mighty good buy at present prices.

Cheese—		
Old, large, per lb.	0 21	0 22
Old, twins, per lb.	0 22¾	0 22½
New, large, per lb.	0 16	0 16½
New, twins, per lb.	0 16¼	0 16¾

EGGS.—The market contains little of interest. Levels are maintained and are firm at that. Storage demand is still an item. Quality of fresh eggs is still not up to the best.

Eggs—		
Specials (in cartons), doz.	0 24	0 25
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 18	0 19
Cracked	0 16	0 17

POULTRY.—Broilers are getting some business when they are of right weight. This is 1½ to 2½ lbs. Ducklings are selling fairly well, but the summer demand for poultry is nothing to write home about.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	15—18
Spring broilers	17—20	..—..
Old turkeys	16—20	
Turkeys	..—..	23—25
Ducklings	13—15	17—18

HONEY.—There is no change of price or situation.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 06
Strained clover	0 12½	0 00
Comb honey, No. 1, doz.	3 00	0 00
Comb honey, No. 2, doz.	2 40	0 00

WINNIPEG.

PROVISIONS.—This week we have to report that the provision market is a little easier, cured meats being about 1c lower. Eggs are still plentiful, but unchanged in price. Butter has advanced 1c.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	0 20	0 23
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 13½
Tubs	....	6 88
Pails	....	2 77
Cases, 5s	....	8 47
Cases	....	8 70

BUTTER.—

Creamery	0 26	0 27
Best dairy	0 19	0 21
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	....	0 15

CHEESE.—

Cheese—		
New, large	....	0 17¾
New, twins	....	0 18
Manitoba	0 15	0 16¼

POULTRY.—

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 36.)

Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Green peppers, basket	....	0 60
Green peas, Can.	0 25	0 35
Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Carolina, bbl.	....	5 00
Potatoes, new, hamper	2 20	2 50
Parsley, basket, 11-qt.	0 15	0 25
Radishes, doz.	0 10	0 15
Tomatoes, Mississippi flats, 4-bkt. carriers	1 25	1 50
Tomatoes, Can. hothouse, lb.	0 14	0 16
Lettuce, leaf	0 15	0 20
Lettuce, Boston, head, small, doz.	0 50	0 60
Lettuce, Canadian, head, doz.	0 30	0 40

WINNIPEG.

FRUITS.—Fruits for preserving are plentiful. Peaches are now $1.50 a case, and plums $1.75, while apricots are $1.50. Pineapples are off the market.

Apples—		
Washington	....	2 50
Apricots	....	1 50
Bananas, lb.	....	0 05
Cherries, per box (10 lbs.)	....	2 00
Lemons, Cal., case	5 50	5 50
Oranges, Valencias	....	5 00
Med. Sweets	4 25	4 50

(Continued on page 40.)

FLOUR AND CEREALS

Rolled Oats and Feeds Advance

Firmness in These Lines on Toronto Market—Mills Running Short on Feeds, Hence Tightness —Flour Export Somewhat Better—Winter Wheat Flour Finds Demand.

MONTREAL.

FLOUR.—The week has found little change in the conditions in the flour market. Prices have not changed but have continued generally strong in the face of the low consuming demand which has prevailed for some time. The call for domestic purposes is very light and conditions abroad are not favorable to export. Crop reports continue favorable and with the increased acreage there should be—barring unlooked for developments—the biggest wheat crop that Canada has seen. Winter wheat flour quotations are nominal but prices are generally firmer in sympathy with the strong market for the raw material; the opinion prevails in the trade that higher prices are likely.

	Per bbl. of 2 bags
Manitoba Wheat Flour—	
First patents	7 10
Second patents	6 60
Strong bakers	6 40
Flour in cotton sacks, 10 cents per barrel more.	
	Car lots. / Small lots.
Winter Wheat Flour—	
Fancy patents	6 30 / 6 50
90 per cent. in wood	6 90 / 6 19
90 per cent., in bags	2 75 / 2 85

CEREALS.—Situation in cereals is reported as being comparatively quiet on fair demand and firm. There are no price changes announced and quotations on oats are within a narrow range and steadier.

	Per 98-lb. sack
Cornmeal—	
Gold dust	2 45 / 2 50
Unbolted	.... / 2 15
Rolled Oats—	90's in jute.
Small lots	3 25 / 3 35
25 bags or more	3 15 / ....
Packages, case	.... / 4 50
Rolled oats in cotton sacks, 5 cents more.	
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.	
	100-lb. bbls.
Rolled Wheat—	
Small lots	.... / 3 80
Hominy, per 98-lb. sack	.... / 2 75
Corn flour, bag	.... / 2 60
Rye flour, bag	.... / 3 20
Barley, pot	.... / 2 75

MILL FEEDS.—Stocks of feed are generally low both in the hands of millers and jobbers; this is the development of slack operations of the big flour plants. There is little prospect of millers offering large quantities while the present conditions prevail and the tendency is to hold feeds as a lever in placing flour business; this is the course usually followed when the demand for the by-products becomes stronger than that for principal output of the mills. Quotations are unchanged but strong.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—There is no advance to record in flour levels this week. There might well have been, for wheat prices have stiffened considerably due to some bad weather and heavy demand over the border and in Canada too. Export of flour has become a little more brisk, English importers apparently being willing to pay our prices, whether willingly or no, at least of necessity. Domestic business is only fair. Demand is not heavy; indeed it is not up to the usual standard for this time of the year and if present levels will not attract it is surely evidence that buyers are not keen. Nevertheless quotations are fairly firm, particularly on winter wheat flour.

	Small lots. per bbl.	Car lots. per bbl.
Manitoba Wheat Flour—		
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 40
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	6 00
90 per cent.	6 00	6 80
Straight roller	5 80	5 60
Blended flour	6 80	6 80

CEREALS. — Following the activity in rolled oats, noted by us in our report of last week, prices have been advanced here making bottom figure now $3.15. They are said to be scarce and there is a shortage before the crop. Demand has risen in just such proportion, apparently, as supply has decreased; hence the strength and comparative height of the market. Other cereals show no price alteration and little sentimental change.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 80	2 90
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS. — Both brans and shorts are firmer this week and higher by 50c than previous quotations. The mills are running short nowadays and the smaller quantity turned out naturally makes for higher prices. The demand for bran is especially firm at present.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 50
Shorts	27 00	28 50
Middlings	30 00	32 00
Wheat moulee	....	30 00
Feed flour, per bag	1 85	1 90
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG.

FLOUR AND CEREALS.—There is no change in the flour or cereal situation, the market being rather dull.

Flour—		
Best patents, per bbl.	....	7 00
Bakers'	....	6 60
Clears	....	6 60
XXXX	....	4 50
Rolled oats, 80 lbs.	....	3 10
Cornmeal, 98 lbs.	....	2 25

PRODUCE AND PROVISIONS.

(Continued from page 39.)

Peaches	....	1 50
Plums, case	....	1 75
Pineapples, per case	....	4 00
Raspberries	....	3 00
Tomatoes, Florida	....	1 10
Watermelons, doz.	....	7 50

VEGETABLES.—

Potatoes, car lots, bushel	....	0 50
Potatoes, small lots	....	0 75
Onions, Washington, sack	....	2 00
Onions, Australia, sack	....	3 00

R. H. Patchett, manager of the Wm. Beatty Grocery Department has demonstrated his ability as a real salesman by winning first prize in a competition held by the Canadian Grocer, illustrating the possibilities of the wide awake man behind the counter. Mr. Patchett is to be congratulated upon winning out in a contest in which the very best salesmen in the Dominion took part. — The Star, Parry Sound, Ont.

Don't stop to chat socially with one customer after a sale is made if another is waiting for attention.

Reconstruction of Canadian Cereal & Flour Mills, Limited

To the Grocers of Canada:

We wish to take this opportunity to correct a statement which was made in some papers during the past week in regard to the future operations of this company.

The judicial advertisement that the properties are for sale is a necessary legal procedure which must be followed, and is one of the steps towards reconstruction.

The company is now being reorganized, and while we have in the past enjoyed a large business in flour, cereals and other products, we shall now be in a better position to take care of your requirements as active capacity is being increased.

Two new products have been added to our large range. Both show a handsome profit. We will be pleased to send you a sample of Tillson's "Scotch" Health Bran (for indigestion), and Tillson's "Scotch" Fine Cut Oatmeal (invaluable for invalids). They are the same high quality as our Tillson's Rolled Oats, which have been the leader for over fifty years. A trial will convince you of their merit.



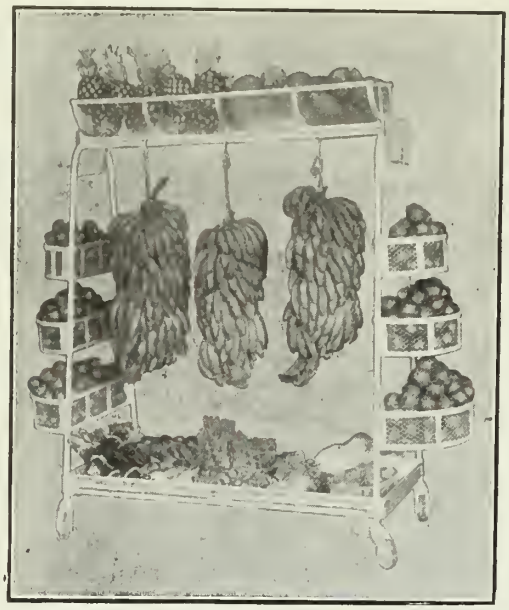
We thank you for past favors and solicit your continued patronage.

You may at once deny any rumors that the company is being wound up.

Faithfully yours,

Canadian Cereal & Flour Mills, Limited, Toronto.





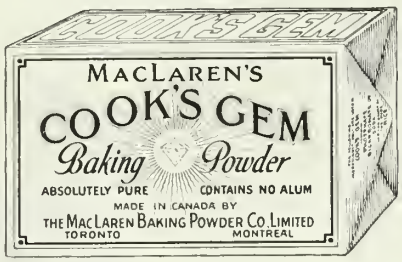
Sales, Sanitation and Display

Look all through this paper and see if you can find any piece of **selling equipment** to equal this Fruit Display Stand for sales results, or for the uplift in the appearance of your store. It would have to be some store that this modern stand would not improve in appearance and sales.

Write to-day for pamphlets and terms.

THE METAL CRAFT COMPANY

GRIMSBY, ONTARIO, CANADA



A NEW FIRM
A NEW PRODUCT
A NEW AND CLEAN FACTORY

We Invite the Trade to Inspect Our Plant

COME AND SEE HOW

COOK'S GEM Baking Powder

IS MADE

Manufactured by

MacLaren Baking Powder Co.

Limited

41-45 Lombard St., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs	4 50
King's Food, 2 doz to case, weight 95 lbs	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

TEA

It is said that opportunity knocks at everybody's door. We are convinced that opportunity is now knocking at the door of every Merchant handling Tea. At the present time there is a world-wide temperance movement and a disposition on the part of everyone to economize. Tea, therefore, will be the natural substitute for liquor and many fancy and expensive drinks used freely heretofore. We, therefore, feel that everyone handling Tea at the present time should push it for all it's worth. Demonstrate to the public what good Tea is and how insignificant is the cost per cup: For instance, one pound of Tea at 50 cents contains about 200 cups; the cost per cup, therefore, is one-quarter of a cent. The increase in the cost of Tea is not affecting consumption, as after all it is very trifling to the consumer. Tea, in Canada, is probably sold at a lower price to the consumer than in any other country in the world, as there is no duty of any kind on Tea imported into this country. If it is necessary to raise the price to the consumer, do so, but on no account reduce the quality. We have heard many complaints from the public that Tea has gone up in price and the quality gone down. We feel that the fault is with the Merchant serving these people, as they have not raised the price enough in order to supply proper quality to give satisfaction.

We are in the Tea business and **Tea business only,** and are therefore interested in seeing the consumption of Tea grow in Canada. We carry, probably, the largest and most varied assorted stock in America and are able to supply your every want for Tea and at the very lowest possible price. Communicate with us and we will have pleasure in forwarding you prices and samples of any Teas asked for and we will also be pleased to assist in any way possible anybody interested in the sale of Tea

John Duncan & Co.

Established 1866 MONTREAL













It's satisfied trade that brings sure returns—

the trade that comes gladly to your store with that eager-to-buy expression. There's no doubt about the customer's satisfaction whatever, when the goods she purchased possess all the quality and goodness the maker strove to put in them; when they open out on the table with all the full, rich flavor and deliciousness as when they were bottled at the factory. Makers all over the country have proven the only sure means of doing this is by the use of Anchor Caps—the positive seal that retains all the original freshness and flavor of the goods.

Your jobber can get Anchor Caps for you on any bottled goods you are handling or would like to handle. To ensure the complete satisfaction of your trade, why not insist to-day upon having Anchor Caps on all your goods?

Anchor Cap & Closure Corporation of Canada

LIMITED

Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA



A Light, Nourishing Summer Food that makes a Strong Appeal at this Time

Brunswick Brand

SEA FOODS

find a response in the needs of each of your customers.

You can't expect a woman to enjoy being stuck up in a kitchen, bending over a hot stove these warm summer days.

Naturally she's on the lookout for appetizing foods that are easy to prepare and give her more time for the cool out-of-doors.

Just suggest Brunswick Brand and see how eagerly she takes to it. The very thing to give her nourishing meals without the bother and fuss of tedious preparation.

The large variety you can offer her makes it easy to plan delightful dishes for almost every meal or occasion.

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Get your wholesaler to supply you to-day.

Connors Bros., Limited

Black's Harbor, N.B.



Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	
Add one-half cent per pound to the above.	

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	0 27
Shipping weight, 50 lbs per case	

MINTO BROS.

MELAGAMA COFFEE.

	Wbol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s, B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weigbt, 3 lbs.	$1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weigbt 9 lbs., retail eacb 15c.	$1 40
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 40
4 oz. (2 doz. case), weigbt 17 lbs., retail each 90c	7 00
8 oz. (1 doz. case), weigbt 17 lbs., retail eacb $1.50.	13 00
Pint (1 doz. case), weigbt 29 lbs., retail each $3	25 00
Quart (1 doz. case), weigbt 53 lbs., retail eacb $5.50.	47 75
Gallons, each, retail each $20	17 15

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

WalterWoods & Co.
HAMILTON

California

Bartlett Pears, Peaches and Plums

Georgia Elberta Peaches
6 Basket Crates

California Cantaloupes

Watermelons, New Apples in Hampers

A full supply daily of local Fruits and Vegetables.

Heaviest receivers and largest Assortment.

Your orders solicited.

White & Co., Limited
TORONTO
Wholesalers of Fancy Fruits.

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

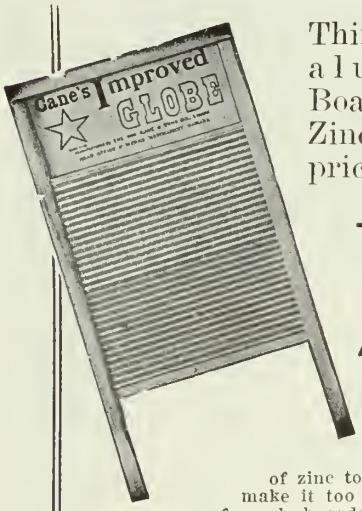
and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL



Think of getting an aluminum Wash Board in place of a Zinc at no advance in price!

WAR *has raised the price*

of zinc to such an extent as to soon make it too costly for the manufacture of wash boards. We are therefore making the offer of supplying our standard brands of washboards with aluminum instead of zinc face.

Of course, the aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean, and its brighter appearance makes it an article that will sell easier.

Just tell your customers you are in a position to supply, at their request, the well-known "Cane" models with aluminum instead of zinc face. They'll appreciate the extra advantages. Speak to them **to-day.**

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.



"Perfectly Satisfied"

An ambitious merchant is always on the lookout for more business. No man who hopes to succeed can afford to be "perfectly satisfied."

You know how much good it has done your trade in the past whenever you have introduced a new line that satisfied your customers —that brought you repeat business.

White Swan Pure Food Products are quality goods. You can safely recommend them to your customers. They will satisfy the most exacting and will build repeat business for you.

The Government Warranty, which seals and guarantees every package of White Swan Pure Food Products, will dispel any doubts you may have regarding the purity of our products.

Make *your* business grow by recommending White Swan Products.

White Swan Spices and Cereals, Ltd.

156 Pearl St., TORONTO

We know our goods and want none but satisfied customers

Sliced Smoked Beef, glass, ¼s, $1.25; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case	0 11¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister Round	4oz. Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

Quality and Service

The combination most desired by the fruit trade. Large receipts of all varieties of small fruits and vegetables enable us to give you only the very best shipping stock. Let us demonstrate the above.

Raspberries, Montmorency Cherries and **Black Currants** will be the big lines this week. Don't wait any longer to get your trade supplied.

Peaches, Pears, Plums, Canteloupes are all very fine quality. Our prices are right.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

ROYAL SALAD DRESSING

For the Picnic
For the Dinner
For the Luncheon

Summer is the special time to mention ROYAL SALAD DRESSING for the above occasions.

Made only by

The Horton-Cato Mfg. Co.
WINDSOR, CAN.



Everybody Wants More

Sterling Brand

Orangeade

Sales keep climbing and climbing as the temperature goes up. Not only is Sterling Orangeade cooling to the tongue and irresistibly pleasing to the taste, but too much of it cannot be taken. Sterling Orangeade is a most beneficial beverage. Folk just can't resist its delightful flavor. A few cases will last no time. Get your jobber to supply you to-day.

T. A. Lytle & Co.
LIMITED
Sterling Road TORONTO

More Than Ever in a Class by Itself

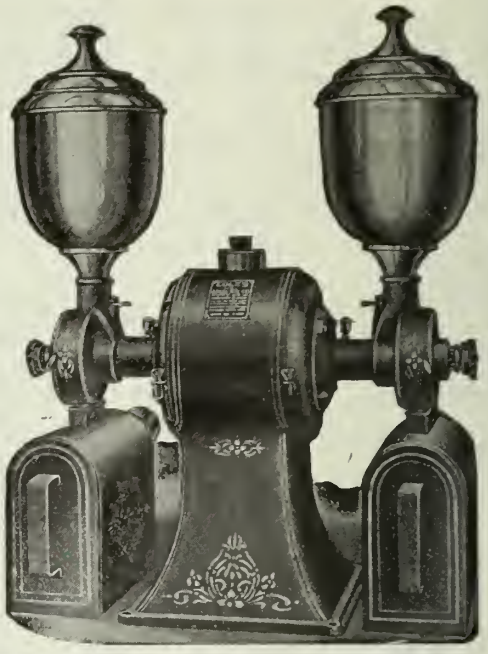
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Furnivall's FINE FRUIT PURE JAM

The new 1915 pack shows your customer how really delightful Strawberry Jam can be. The new pack is ready. Get your nearest jobber to supply you to-day.



Furnivall-New
LIMITED
Hamilton, Canada

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—W. W. Chase, 79 Paradise Row. **Halifax, N.S.**—B. C. Woodworth, 533 Robie St. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—Grocers' Specialty Co. **Winnipeg, Man.**—H. P. Pennock & Co. **Calgary, Alta.**—Jacksons, Ltd. **Edmonton, Alta.** — Central Brokerage Co.



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Say You Saw It

in

Canadian Grocer

BLACK JACK

QUICK CLEAN HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

Are You Interested?

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

RATES:

(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

Daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through —NOW.

Lemon Bros.
Owen Sound, Ont.

For Your Particular Customers Buy

"Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
Kelway Langport England
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES.
WRITE TO-DAY

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contracti ns count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE — SAUCE MANUFACTURING business, including plant, formulae, etc. Box No. 100, Canadian Grocer, Toronto.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

FOR SALE — GROCER'S SET "ONKEN Younits" window display outfit. Oak. Make variety window trims. Cost $40. Price (delivered), $20. T. A. Shanks, 1281 Fairfield Road, Victoria, B.C.

WANTED

WANTED — SECOND-HAND COMPOSITE Can Closing Machine, for closing spice cans. Write to Box 102, Canadian Grocer, Toronto.

SMALL CASH REGISTER FOR CANDY counter; must be in first-class shape in every particular. Give style, make, and capacity. J. W. Burgess, Ltd., Bala, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 98, Canadian Grocer, Toronto.

WANTED — COMMISSION BROKERS IN grocers' sundries calling on wholesale and retail trade desire additional lines for British Columbia. Best of references furnished. Halliday & Thomson, 509 North-West Trust Bldg., Vancouver, B.C.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers in the country. Exceptional opportunity for high-grade men with real selling ability. For particulars, write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one Limited. Office and factory, 29 Alice Street, an excellent combination — employees' time card. For small firms we recommend this as register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Toronto.

THEY ARE GOOD
OLD STAND-BYS
Baker's Cocoa and Chocolate



are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Registered Trade-Mark

Trade-mark on every genuine package

MADE ONLY BY
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.



Ever Catch A Fish Weighing Twenty Pounds?

Up in the North Country, in the Temagami, the big fish abound. That is where the angler gets real sport. An article appearing in July MacLean's tells about the fish in Temagami—the genteel brook trout, the sportive black bass, the stately grey trout, the common every-day pickerel and the scavenger pike — and how they are caught.

For a fishing enthusiast the article will have an immense interest, but even those who know nothing of the gentle sport will read this account with genuine pleasure.

Thirty other features—two serial stories, special articles, short stories, poetry, in

MACLEAN'S MAGAZINE

MacLean Publishing Co., Limited

143-153 University Avenue TORONTO, ONT.

FINE FLAVOR

for summer desserts

MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.



OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS.

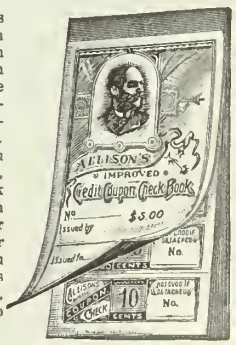
Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

A Free Pint Bottle

In exchange for your letter head.

Send us your letter head to-day, and we will send you a free bottle of our

Vichy Lemonade

"La Savoureuse"

brand

There is no better thirst-quencher on the market to-day.

Because

it is absolutely harmless to the organs of the body.

Being natural, sparkling Vichy water from the Bassin de Vichy, and fresh lemon juice and pure cane sugar, it has all the properties of Vichy water with a *sweeter taste*.

We thought it was so good that we decided to offer no other drink to our patrons who visit us during these hot days. Our decision was right. They all enjoy this excellent thirst-quencher. They admit it! Why shouldn't they? They are experienced business men just like you, who know a good beverage when they taste it.

What we want is to convince *you* that "LA SAVOUREUSE" Vichy Lemonade is the best summer drink on the market.

That can *only* be done by letting you taste it.

So, get that bottle to-day; with our compliments.

This offer is good until the 15th of August.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul Street West, MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
Anglo-B.C. Packing Co. 9
Anchor Cap & Closure Corp. 43
Armsby & Co., J. K. 3
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker, Walter, & Co. 52
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Borden Milk Co. 3

C

Canada Carriage Co. .....
Inside back cover
Canadian Cereal & Flour Mills Co. 41
Canadian Salt Co. 4
Canadian Shredded Wheat Co. 55
Cane & Co. 45
Chase & Sanborn Co. 10
Church & Dwight 8
Clark, Ltd., W. 7
Classified Condensed Ads. ... 52
Codville Co. .....Front cover
Coles Mfg. Co. 50
Comte & Cie. 53
Connors Bros. 44
Crescent Mfg. Co. 53

D

Dominion Canners 5
Duncan & Co. 43

E

Eckardt, H. P., & Co..... 47
Escott & Co., W. H. 16
Eureka Refrigerator Co. 17

F

Fearman, F. W., Co. 48
Freeman Co., W. A. 8
Furnivall-New 50

G

Guelph Soap Co. 4

H

Hamilton Cotton Co. 6
Hargreaves (Canada), Ltd... 9
Heintz Co. 4
Hillock & Co. 55
Horton, Cato Co. 49
Irish Grocer 52

K

Kelway & Sons 52

L

Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 54
Leeuw, Henri de 16
Lemon Bros. 51
Lytle & Co. 50

M

MacLaren Baking Powder Co. 42
MacNab, T. A., & Co. 16
Magor, Son & Co. 18
Malcolm's Condensing Co....
Inside front cover
Martoccio Macaroni Co. 15
McAuley, W. J. 16
McCabe, J. J. 51
McVitie & Price 9
Measam, George E. 16
Metal Craft Co. 42
Miliman, W. H., Sons 16
Montreal Biscuit Co. 10

N

National Licorice Co. 45
Nickel Plate Stove Polish ... 51
Niagara Fruit Growers 6

O

Oakey & Sons, John 53
Oval Wood Dish Co..Back cover

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd.... 16
Pinkham, J. W. 8

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 6
Ruttan, Alderson & Lound, Ltd. 16

S

Salada 17
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 11
Smith & Proctor 51
Star Egg Carrier & Tray Mfg. Co. 18
Stevens-Hepner Co. 4
Stirling & Young 16
St. Lawrence Sugar Refining 13
Symington & Co. 12

T

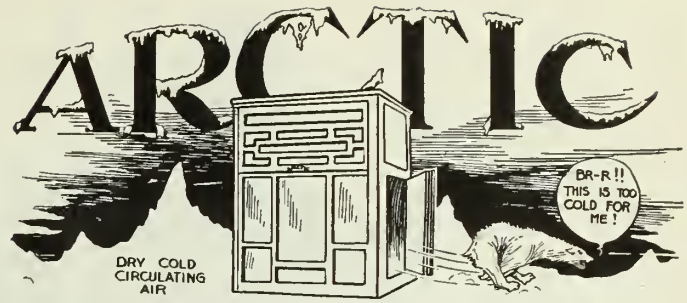
Tippet & Co., A. P. 2
Todhunter, Mitchell Co. 11
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited .....
Inside front cover

U

Upton Co., T. 49

W

Wagstaffe, Limited 14
Walker, Hugh, & Son 49
Warren Bros. & Co. 17
Watson & Truesdale 16
Wellington Mills 53
West India Co. 8
Western Salt Co. 49
White & Co. 45
White, Cottell & Co. .....
Inside back cover
White Swan Co. 46
Wiley, Frank H. 16
Woods & Co., Walter 45



August's Coming

and with it the never-failing warm, yes, hot weather, spoiled fruit, melted and rancid butter and lard, tainted meats, etc.

It's your move

Invest in an Arctic Refrigerator right now and pay the first payment on it in your saving the first month. The Arctic with its perfect system of dry, cold circulating air is a paying investment, *not an expense.*

Write for catalog.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

The Natural Demand

created by advertising based on the positive purity and goodness of the food and a fair selling policy will pay the grocer better in the long run than free deals or premiums of any kind.

Shredded Wheat



is a steady seller all the year 'round because it is the best advertised breakfast cereal on the market and because the shredding process is now recognized as the best process ever discovered for making the whole wheat grain digestible. It is ready-cooked and ready-to-serve. Always the same high quality and the same price.

MADE IN CANADA

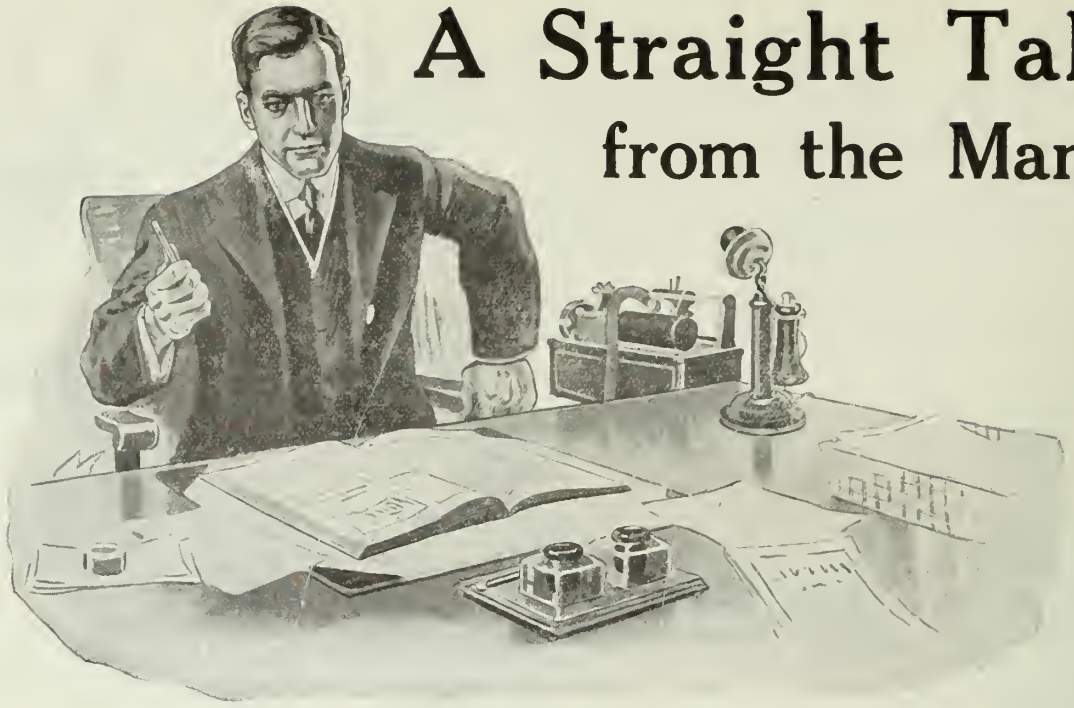
The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ontario

(75-L)

A Straight Talk from the Manager



Working for the garbage can

"To prevent a heavy loss we had to take over the store. We put in charge a bright young fellow who had been confidential clerk in one of the best stores in the city. He was a hustler and appeared to have every recommendation. He took hold well. He cut down the amount of credit, increased the sales, kept the store looking spick and span. In six months' time, to our surprise, I found we were losing money. I couldn't understand it. We were getting good prices and should have shown a profit.

"I put in a little detective work and soon located the leak. It was the garbage can.

"My manager's weakness was over-buying. Biscuits, fruit, vegetables went bad and carried our profits out the back door. No one could have been more surprised when I pointed out the leak. But, see the profit on these lines, he urged. He didn't realize that a garbage can full of spoiled fruit cancelled a big lot of perfectly good profits.

"Well I'll see you again," concluded my wholesale friend as he swung on to his car.

Meantime I pondered over the question: are any of our subscribers working for the garbage can?

THE MANAGER.

Grocers' Delivery Wagons

OUR SPECIALTY

Direct to You— From the Factory

Write for Catalogue—or quotation on your special design.



BROCKVILLE BUGGY BUILDERS FOR 50 YEARS.

The Canada Carriage Co. - Brockville, Ontario

CANADIAN AGENTS

Ruttan, Alderson & Lound, Ltd.
Winnipeg

L. A. Gastonquay,
60 Bedford Row, Halifax, N.S.

Nelson, Shakespeare,
Watkins, Ltd.
Vancouver, B.C.

White MALT

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

In short, it is the Vinegar which will pay you best to handle.

Write for sample and quotation.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

Riteshape

DISHES

Recommend the food they carry



LOOK CLOSELY AT YOUR PACKAGES

Are you sending out bulk foods in sanitary, attractive, moisture-proof, oil-proof packages?

Does the package go right into the ice box or pantry of your customer, or must the food be transferred to a clean dish?

If you have used a **Riteshape** dish your package is sanitary, attractive, tidy, and will contain the food in all its original purity until it is used.

Get Riteshapes from Your Jobber or

The Oval Wood Dish Company

DELTA, OHIO, U.S.A.

(Made from genuine sugar maple)

Trade "Riteshape" Mark

FORECAST OF THE CURRENT MARKET

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, JULY 30, 1915 No. 31

ROBIN HOOD
PORRIDGE OATS

Packed in sanitary fibre tubes. The latest, most modern cereal package. Contents positively guaranteed against loss from weevil or bugs.

ROBIN HOOD PORRIDGE OATS
"The Canadian Breakfast"

The finest Porridge Oats ever made. Distinctive character. Rich Scotch Flavor. Milled from Selected Western Canada White Oats, the finest oats in the world.

If your jobber cannot obtain Robin Hood Porridge Oats for you, write or wire our nearest distributor:

Robin Hood Mills, Ltd.,	St. John, N.B.
W. H. Dunn & Co.,	Montreal, Que.
Dominion Warehousing Co.,	Ottawa, Ont.
Dunn-Hortop, Ltd.,	Toronto, Ont.
Mason & Hickey,	Winnipeg, Man.
Robin Hood Mills, Ltd.,	Moose Jaw, Sask.
Robin Hood Mills, Ltd.,	Calgary, Alta.
Robin Hood Mills, Ltd.,	Vancouver, B.C.



Order a caddy of this big seller

For a live-selling, profitable plug tobacco, there's nothing on the market that will compare with

TUCKETT'S T & B PLUG (SMOKING)

It's made of the finest Virginia leaf, carefully selected and expertly cured. Stock T. & B. Plug and give your customers better value for their money.

Order a caddy to-day.

TUCKETT LIMITED
HAMILTON



A 10c. Plug
Finest Virginia
Smoking

GOLD DUST



Four words tell the story of "GOLD DUST": it "SELLS, Satisfies, Keeps Selling" because of the combination of wide usefulness and extensive, persistent advertising. Just be sure to keep it where your customers can SEE it.

That's enough!

THE N.K. FAIRBANK COMPANY
LIMITED



These are Lantic Sugar days in every Grocery Store

These are the days when the telephone carries the cheering call, "We're preserving. Send up a 20-lb. bag of Lantic Sugar."

These are the days when every delivery is piled high with cartons and bags, bearing the familiar Red Ball—the sign of pure Cane Sugar of extra quality.

Housewives are delighted with LANTIC SUGAR—with its brilliant sparkle—its even granulation—its matchless purity.

And they know that their Preserves will turn out right, if they use LANTIC SUGAR. This is why they are ordering it for Peaches and Pears—and why they will continue to demand it for all their preserving. Have you plenty of the 10, 20 and 100 pound bags as well as the 2 and 5 pound cartons? Your wholesaler will supply you.



Atlantic Sugar Refineries, Limited
Montreal and St. John

GOOD-WILL

Makes to-morrow's business a Certainty—not Chance

And while the good-will of a store depends on many things, this much is sure—it can never rise higher than the quality level of the merchandise to be found there. That's why we say stock

COX'S
Instant Powdered
GELATINE

The standard of excellence for generations and still to-day the acknowledged favorite. Tell your jobber to stock you NOW.

AGENTS:

Martin & Robinson
Vancouver

Arthur P. Tippet & Co.
Montreal

Tees & Persse
Winnipeg



Quality that Builds Steady Trade

The standing you hold with your customers is no firmer nor certain than the quality of the goods you sell them.

The quality and convenience of Borden Milk Products (either the Milk, Cream, Coffee or Cocoa) produces a friendly feeling between you and your trade conducive to good buying and bigger profits.

The very nature of the present season, with its picnics, camping parties and outing trips makes it well worth your while to exercise every effort to secure the extra sales such a season produces.

Get up an attractive, impressive display of Borden Milk Products to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B. C.

SUN-KIST PRUNES

REG. U.S. PAT. OFF.

SUN-KIST Prunes are the kind which makes folks say, "I never knew that prunes were so good"—the kind they come back for—the kind you build business on and the kind you can always recommend. Only the best selection of the best prunes from the best district in California where the best prunes grow are good enough for the SUN-KIST Kind.

Wholesale distributers in every territory. ASK THEM

More Than Ever in a Class by Itself

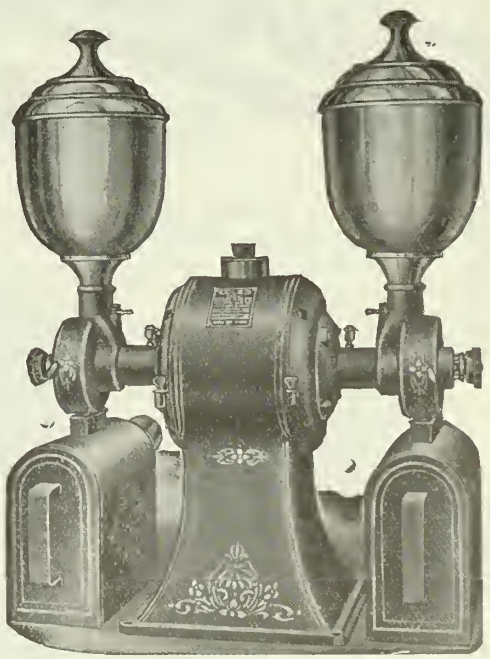
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL ∴ HAMILTON

Furnivall's FINE FRUIT PURE JAM

Just as the presence of a great leader or strategist inspires confidence in an army, so the presence of Furnivall's Pure Jam in your customer's orders ensures a firmer grip on their trade. Many popular kinds to choose from. Get your wholesaler to supply you to-day.



Furnivall-New
LIMITED
Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—W. W. Chase, 79 Paradise Row. **Halifax, N.S.**—B. C. Woodworth, 533 Robie St. **Sydney, N.S.**—A. E. Sheppard. **Hamilton**—Grocers' Specialty Co. **Winnipeg, Man.**—H. P. Pennock & Co. **Calgary, Alta.**—Jacksons, Ltd. **Edmonton, Alta.** — Central Brokerage Co.

Century Salt

Pure, even crystals

This is the evidence of the extreme care taken in the refining and packing of **Century Salt.** The salt that is best for table or dairy. Every store should handle **Century.** Order from your wholesaler or direct. We ship promptly. Get our quotation on assorted carloads.

THE DOMINION SALT Co. Limited
SARNIA - ONTARIO

"Aylmer Brand" JAMS

Get the trade every time. They bring to your customers only the choicest of Canada's best fruits fresh from the orchards. And this quality, this freshness and fine flavor is improved rather than lost with the "Aylmer" method of preserving. Now is the time to stock up BIG, especially when camping, outing and picnic parties are on the lookout for just such delicious preserves as "Aylmer Brand." If you want to thoroughly satisfy your customers and get a grip on the big summer trade, ask your jobber to stock you with "Aylmer Brand" at once.

Dominion Canners, Limited

HAMILTON, ONTARIO



BANNER BRAND

Jams, Jellies, and Marmalades

Pure Fruit and Cane Sugar—That's all.

"BANNER" Brand Pure Fruit Jams are Wholesome, Delicious, and always give the best of Satisfaction; Therefore—Satisfy your Customers and Increase your Sales.



Put up in 2, 4, 5 and 7-lb. gold-lacquered pails; also special Anchor Cap Tumbler, 12-oz. Glass Jars, and 30-lb. Wooden Pails. Get in touch with your Wholesaler, and replenish your stock to-day.

LINDNERS LIMITED

306 Ross Ave.
WINNIPEG

Representatives:
H. Whissel, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

340 Dufferin St.
TORONTO

CLARK'S PORK and BEANS

Plain Chili Tomato Sauce
Are

MADE IN CANADA

And you cannot beat them either in home-made or imported goods.

Clark's

HAVE THE QUALITY
HAVE THE REPUTATION
HAVE THE SALE



Don't be short of
CLARK'S
You'll miss business
if you are.



W. CLARK, LIMITED, MONTREAL

ROBINSON'S

Of BRISTOL, ENGLAND

TIN FOIL TEA WRAPS
(Substitute for Tea Lead)

TEA AND COFFEE BAGS
(Parchment Lined)

EMBOSSED SHOW CARDS

LABELS—LITHOGRAPHED OR EMBOSSED

PAPER BAGS OF ALL KINDS

EVERYTHING IN PAPER AND PRINTING

Samples from:—

J. W. PINKHAM
73 Boustead Ave. Toronto, Canada

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

Don't Shoot at Random!

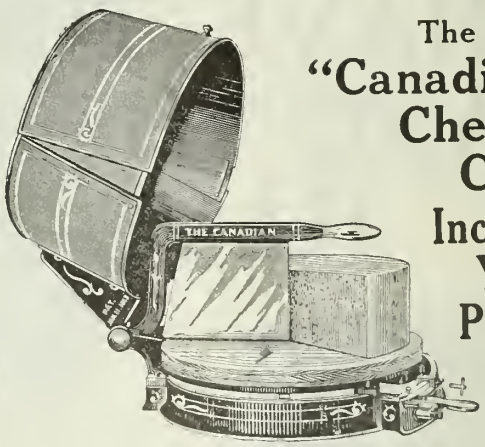
If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for *quality,* and carry the best trade with them.

Packed for export in air-tight tins. Send an order to the nearest agent.



AGENTS:
Wm. H. Dunn Limited, Montreal
Dunn-Hortop Limited, Toronto
Hamblin & Brereton, Ltd., 510 Ninth Ave. W., Calgary, Alta.
Hamblin & Brereton, Ltd., Edmonton, Alta.
T. A. MacNab & Co., St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND



The CANADIAN Open

The "Canadian" Cheese Cutter Increases Your Profits

Accuracy—Economy

Guesswork is a thing of the past. The "Canadian" not only cuts by money value, 5c, 10c, 15c, 20c, etc., but will cut a ¼, ½ or one-pound slice. It is

The Only Computing Cheese Cutter

that will do this with the use of but one operating lever.

This is only *one* of the "Canadian's" many advantages. Let us tell you about the others.

Write us to-day—NOW.

The Computing Cheese Cutter Co., WINDSOR, ONT.

50 years "know how"

OCEAN BLUE is the result of 50 years "know how"—and quality has always been the first consideration. It is to-day.

The 5 cent package represents more than 5 cent quality. Nobody realises that more than the user.

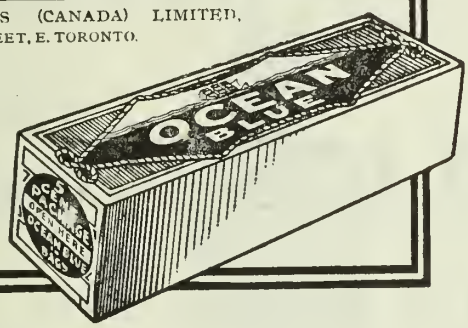
OCEAN BLUE

STRENGTH, ECONOMY, BRILLIANCE, is a wash-day memory that always lingers.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED,
33 FRONT STREET, E. TORONTO.

Western Agents:
For Man., Sask. & Alta.
Nicholson & Bain Winnipeg.
Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO. LIMITED
VANCOUVER, B.C.

ndian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.

Continental Grocery Bags

Let the fame of the name be your guide in buying.
REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—
As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada

Attention! Grocers of Western Ontario

A satisfied customer is the ultimate result when you sell

NEAL'S ALOAFA BREAD

Always Fresh Always Uniform

Write or phone for information

Neal London Bread Co., Limited

No. 2 to 10 Carlton Ave., London, Ont. Phone 2173

FACTORIES:

WINDSOR LONDON SARNIA

Will You Let Your Wife Test Shirriff's True Vanilla if We Send You a Bottle Free?

Send for your bottle to-day without obligation. Let her try it for flavoring cakes, puddings, sauces, ices — or anything with which she wishes to secure an unusually rich and pleasing flavor.

Shirriff's

True Vanilla



is 50% above Government Standard

Consequently only a trifling amount is required to flavor a cake or pudding.
Surely these are points of vital concern to your customers? Surely these are points that will help you win customer satisfaction and large and continued sales? If you want to make sure Shirriff's is the best extract for your customers and your sales, just send for your free bottle and let your wife try this famous flavor on her next cooking. You could let it rest safely with her opinion, couldn't you? Write for your bottle to-day.

Imperial Extract Co.

Steiner and Matilda Streets
Toronto

August will be a "bang-up" month for E.D.S. Grape Juice

The hot days of August will, as usual, create a big demand for this thirst-quenching Pure-Juice-of-the-Grape beverage.



Why not sell E.D.S. Grape Juice by the Dozen?

The demand will be there and it's only a matter of getting your customers to put in their stock at once instead of buying a bottle at a time.

It will pay you better because there'll be more consumed.

E.D.S. Grape Juice is the pure, unadulterated juice of the finest Concord Grapes in the world—Winona's.

ORDER YOUR AUGUST SUPPLY NOW.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

BEE BRAND PRODUCTS

JELLIES, STARCH, BORAX

help the housewife put a crimp in the high cost of living by giving her goods of positive satisfaction and quality at a price she likes to pay. Let them put a crimp in slow sales and small profits for you by displaying them prominently on your counters and in your windows. Get your wholesaler to supply you NOW.

FORBES & NADEAU, Montreal, Que.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143 University Avenue, Toronto



Sanitary Cans

"The Can of Quality"

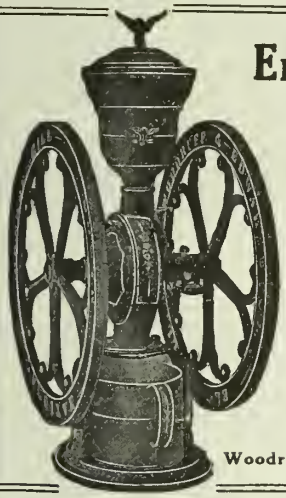
Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO

Give Them The Best

St. Lawrence Granulated

A Pure Cane Sugar that always gives satisfaction.



Enjoy Clear Profit

on your Coffee by using an ELGIN NATIONAL Mill—first cost is the only cost and that is but a trifle. There are no current or repair bills to eat up your profit.

ELGIN NATIONALS are popular because of the simplicity and strength of their construction, beauty of finish, fast grinding and easy running qualities.

The LOW PRICE will surprise you—ask your jobber.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

RASPBERRIES, Niagara District grown, are about done, and Black Currants are also nearing an end. The ever popular and delicious **Lawtonberry**—large black **Thimbleberry**—and **Tomatoes** are beginning to make their appearance.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

WAGSTAFFE'S

Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
of the concern of 1,500,000 lbs.
of Strawberry Jam alone

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

Tea Is Not Dear

Even if it were a dollar per pound it would still be one of the very cheapest articles of food, while at say 40 to 50c. per lb. the cost per cup is so small as to be hardly worth considering.

A pound of 40c. Red Rose will make over 200 cups of tea fully as strong as most people like tea—or 5 cups for 1 cent.

So we hope it will be a long while yet before anyone will need to stop using tea on account of the price.

T. H. Estabrooks Co., Limited

7 Front St. East, Toronto, Ont.

P.S.—We would suggest that you tack this up where your customers can see it. We think very few people realize how very little a cup of Red Rose Tea costs.

This is due to our using such a large percentage of the rich, strong Assam teas of Northern India, that make many more cups of tea to the pound than straight Ceylons—and these Assam teas also give Red Rose that fine, rich flavor which is so much liked.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Where would you be

if the tea market should show a sudden drop of 10 to 12 cents a pound, as the "Grocer" showed the possibility of last week? How about the stocks on hand? As regards **"Salada,"** you could return every pound; we would pay the freight back, and you would not lose a penny. Then you could put in a fresh stock at the lower prices.

As regards all other teas, you would have to sell them at a loss, for we know of no other firm in the world that **guarantees to the grocer the profit on every pound of tea** he purchases from them.

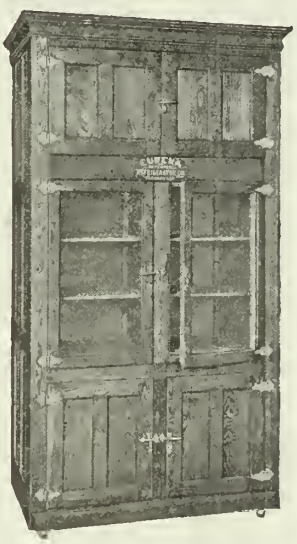
What is the moral? The only safe speculation is **"Salada."** You are sure (1) of the quality, (2) of your profit, (3) of the demand.

"SALADA"

TORONTO **MONTREAL**

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—*Galveston News.*

Why Not Prove the Reasons Yourself?



Why do most grocers, butchers, dairymen, hotels, hospitals, etc., insist on EUREKA Refrigerators?

Why are most of the new refrigerators being installed to-day EUREKAS?

Why do users find both sales and profits greatly increased when the EUREKA is used?

Why has the EUREKA been the best liked refrigerator for thirty years?

There's only one answer—The EUREKA **must** make good in every respect.

What the EUREKA has done for other grocers it can easily do for you.

Prove it for yourself by sending to-day for catalogue and particulars.

Eureka Refrigerator Company
31 Brock Ave. **Limited** **TORONTO**

For nearly a century

there has been an increasing demand for that easily digested *FOOD* for *INFANTS.*

Robinson's "Patent" Barley

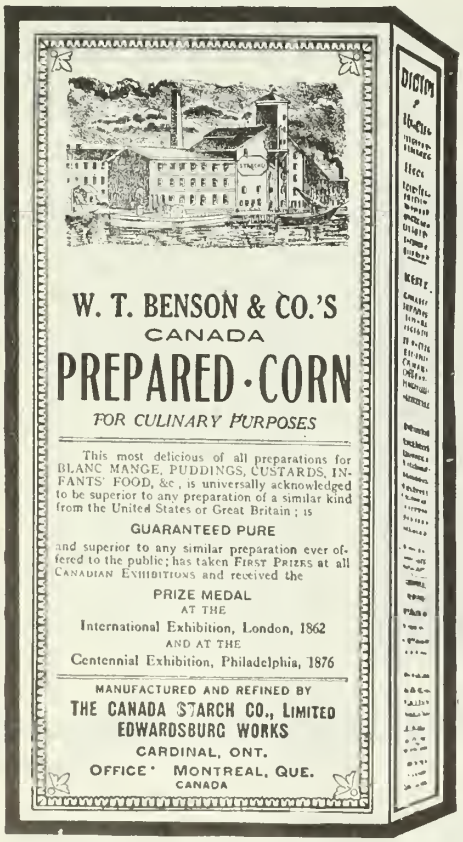
These hundred years of actual tests are behind you when you offer Robinson's "Patent" Barley to your patrons, which fact adds zest to your selling and enables you to increase your profits.

Remind your patrons that you sell Robinson's "Patent" Barley by showing it in your displays.

Agents for the Dominion of Canada :

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST. W., MONTREAL 30 CHURCH ST., TORONTO



Delicious Summer Desserts

Lighter desserts will rule until cold weather comes again. And the most popular summer dishes are delicious, dainty Blanc Mange and Custards, made with

BENSON'S CORN STARCH

—Canada's finest Corn Starch—the favourite with grocers and their customers for more than 50 years.

"SILVER GLOSS" LAUNDRY STARCH is as well known as BENSON'S CORN STARCH. "Silver Gloss" is so widely used because the quality is always right. The woman who does her own laundering knows it.

CANADIAN GROCER

VOL. XXIX TORONTO, JULY 30, 1915 No. 31

The Present Tea Situation

Prominent Tea Men Give Their Views on the Market and Point to the Uncertainty of Things—Many Think Increase in Production Will be Pretty Well Balanced by Increased Consumption—Statistics Are Quoted.

THE fact that tea recently reached its highest point in the last half century and that it attained a point where production of it becomes exceedingly profitable, has formed the basis for the conclusion that the prospects of further considerable advanecs are not very favorable.

Speaking for the present, however, there is not a man who follows the markets closely who does not say that the situation is firm but on account of the ever-shifting scenery in Europe and Asia, no one can foretell exactly what is to happen in the future.

During the past week Canadian Grocer interviewed a number of tea men to obtain their views on the situation. Statistics were quoted by many in confirmation of their opinions that there was no cheaper tea in sight and if there was, the decline would be but slight.

"Since last July," a large wholesale distributor stated, "the market has gone up some 11 or 12 cents. Whereas tea at that time could be purchased from abroad at about 18 or 19 cents, the lowest price to-day for the same grade is around 27 and 28 cents. I see no prospects of any cheaper tea. Though there may be a little more Indian tea produced, yet the talk of over production when the world's demands are considered does not appear to be at all justified. I know of a case where one company was offered for the tea from a certain garden 1s. 1¾d. for the whole output. That means between 27 and 28c. Green teas that I purchased the last time I was in the market for 11½c are now 1s; not long ago I tried to buy some 225 cases but could not get a reduction on them. As far as I can see there is no possible chance for any serious decline."

The Value of An Estimate.

The representative of a firm of international reputation stated that while it was said in a circular to the trade that the India crop was estimated at 7,000,000 pounds in excess of last year, this estimate was made some time during May, and he added "when it comes down to the fine thing, estimates are not of much use. I saw a letter from the proprietor of a tea garden in India, written in June, which stated that the early manufacturing season was excellent, but that rains had come and wiped out his early estimates. Usually these crop estimates are based on the early part of the season. We had a cable to-day from London on Indian teas stating that there was a slightly less demand for mediums and that common teas were a farthing lower. We did not expect to see this decline of a farthing, and I do not know the reason for it but I don't see any reason why the market can drop to where it was last July. Tea men in Australia, which, by the way, is the largest tea drinking country in the world per capita, have contracted for 15,000,000 pounds Ceylon tea, extending over a year, at a price equivalent to only a ½c below to-day's prices. This to me indicates that there is no great drop in sight in the tea market. In my opinion a slight recession may be expected probably around October, when shipments are unusually large, but it will not be a heavy one. Freights, too, are about three times what they used to be from Ceylon to New York, and the whole situation is so uncertain in so far as freight, insurance and war risks are concerned, that a heavy decline is unlikely. While I think the trade would be unwise to hold off purchasing tea, yet my opinion is that they should buy gradually, as they have been doing. The future is still uncertain."

Says Same Conditions Exist.

"Theoretically," remarked a tea broker, who is an authority on European and Asiatic markets, "anyone who says the markets may come down considerably may be right, for as the saying goes, 'Whatever goes up is sure to come down,' but in my opinion conditions which drove the market up still exist. Australia purchased last month in Ceylon tea on a contract covering one year at prices which are practically prevailing to-day. Australia with a population of some 4,000,000, drinks about 9 pounds of tea per capita, which makes the quantity equal to the total consumption in Canada with a population of between 7,000,000 and 8,000,000 people."

This broker showed Canadian Grocer a letter from Colombo which he received on Monday with reference to green Ceylon. This stated:

"Owing to the very high prices for black, it will be practically impossible to get any further estates to manufacture green tea, except at a prohibitive rate from now on to the end of the year."

Another broker in very close touch with the tea situation and who gets a number of cables as well as a number of circulars from London, England, firms, showed one which stated that the outturn to the end of May indicated a 7,250,000 pounds increase to the same date last year. Later reports during June indicated that this estimate would be increased somewhat, but he added, "that is very little compared to the world's consumption of tea. And as far as I can see, although one never can tell, there are little prospects of tea prices going back in the near future to where they were before the war. In spite of this increase in production, the demand is beyond supply."

How Freights Have Gone Up.

Another circular dated at Calcutta intimated that in the estimation of the writer, lower prices in tea were a long

(Continued on page 20.)

Firm Currant Market Expected

Review of the Situation as Seen by Export House in Greece—Dry Weather Wanted Till End of August—High Freights and High Prices of Packages Tend to Advance Market —No Sultana Raisins for Export While War Lasts.

THE currant crop in Greece—or rather the quantity available for export—will not be definitely known for a month or so yet, but present indications point to an increased yield over last year. Yet on account of conditions arising out of the war, such as higher freight rates and the cutting off of Smyrna Sultana raisins, currant prices are likely to rule high this coming season. The following interesting review of the situation, as seen in Patras by a large currant firm, and sent to their Canadian agents, will be read with considerable interest:

"Weather thus far has been rather unfavorable to the crop, still we dare say there is no damage of any importance caused to our vines up to the present. Decidedly, before we consider new crop saved, we require, for another two months, dry weather, the outcome of which no one can foretell.

"According to reports from producing districts, we may venture to inform you the approaching crop is estimated to be about 10 per cent. larger than last year's, viz., about 152,000 tons, against 137,000 in 1914, this provided weather keeps dry until the end of August next.

"Taking as granted above numbers, we come to the following results, in comparing this season's anticipated supplies to those of last:

1914.

	Tons.
Crop, 1914	137,000
Stocks of crop 1913 left on this side on the 23rd August, 1914, in currants and retention bills	13,000
Total supplies, 1914	150,000

1915.

	Tons.
New crop, estimated	152,000
Stocks estimated to be left on this side on the 23rd August, 1915, in currants and retention bills	8,000
Total supplies, 1915	160,000

"Thus showing this year over last season's supplies 10,000 tons, or thereabouts.

Retention Figures Not Known.

"From above numbers must be deducted, should retention be fixed to 50 per cent., as it stands now, 54,000 tons, or should retention be reduced to the normal percentage of 35 per cent., in this case we shall have to deduct (from above supplies of 1915 160,000 tons, as above stated) 40,000 tons only.

"In other words, should retention be fixed at 50 per cent., our supplies for export are expected to be 106,000 tons; or should retention be fixed to the normal percentage on exportation of 35 per cent., then 1915 supplies for exportation will come up to 120,000 tons.

"We consider it necessary to mention here that in spite of the most abnormal conditions prevailing last season, especially in the beginning of same (August till October), still our exportation up to the 23rd August, 1915 (on which date exportation of new crop is by law to start), will reach the 102,000 tons, if not more.

"Thus, we come to the conclusion that, in any case, whether the retention on exportation for coming season should be fixed at 50 per cent. or to 35 per cent., our 1915 supplies cannot be considered large enough to anticipate a weak or flat market, even should European war continue for long, prohibiting the exportation to Austria, Germany and Belgium; on the contrary, should peace set in some time during 1915, then our supplies for 1915 will be anything but sufficient to meet universal requirements, and no doubt high prices will be prevailing.

As you understand very well, should retention be fixed to 50 per cent., as at present stands, instead of the normal percentage of 35 per cent., this will mean, in sterling prices, at least 1/6 per cwt. dearer.

"Government, according to law, is bound to fix this definitely between the 15th and 18th August next, and as soon as this is done, we will cable you, for your guidance, as follows:

CURRANTS, THIRTY-FIVE PER CENT., or

CURRANTS, FIFTY PER CENT.

Why Firm Prices Are Anticipated.

"We must further draw your attention to the following points, so that you may form for yourselves your own judgment about our article.

1st.—That as long as war continues no exportation of Smyrna Sultanas or raisins is possible, which no doubt cannot but lead to a bigger demand for currants.

2nd.—That freights are daily advancing and generally are expected to be still higher in the near future.

3rd.—That packages in general, on account of great scarcity of lumber, staves and bags, cost some 100 per cent. over usual prices.

"Taking all these into consideration and the present unusually large consumption in currants in England, unhesitatingly, we believe that prices for the approaching season cannot but be substantially higher than those paid last autumn."

THE PRESENT TEA SITUATION.

(Continued from page 19.)

way off. This same broker pointed out that freight rates from Calcutta to Toronto were now at about 150 shillings per ton, which was somewhere in the neighborhood of three times what they were before war broke out.

Still another large tea man was interviewed on the situation. "Teas," he said, "are firm at the present time, but of course one never can tell what is going to happen in the future. When any article, including tea, advances in price, it is always the case that more people go in for the production of it. This," he added, "will mean a greatly increased production of tea and it all depends on how great this is as to whether prices will drop much or not. Tea has reached the highest point for 50 years and my advice to the retailer is to buy as he requires the goods. This should be the case in all lines of goods when the market reaches an exceedingly high point. The greatest weight of India tea comes in Sept., or the beginning of October, and we shall have to wait to see what effect this will have on the market when the world's consumption is taken into consideration. At the present time no one can foretell what is going to happen—I cannot tell you nor can anybody else."



HE RECOGNIZED OPPORTUNITY.

A young suburban doctor whose practice was not very great sat in his study reading away a lazy afternoon in early summer. His man servant appeared at the door.

'Doctor, them boys is stealin' your green peaches again. Shall I chase them away?"

The doctor looked thoughtful for a moment, then leveled his eyes at the servant.

"No," he said.—Lippincott's.

Correct Way of Figuring Profits

Many Merchants Fail Because They Figure Profits Incorrectly.

By Geo. D. Davis

AN inquiry reached the office of Canadian Grocer a short time ago asking for information regarding the right way to figure profits, and whether the cost or selling price should be used as a base in figuring profits.

For the benefit of new subscribers or those who have not read previous articles in Canadian Grocer on the subject, it should be said that it is scientifically correct to use either the cost or selling price as a base in figuring the percentage of profit, so long as it is stated and made clear on what base the percentage has been calculated.

The majority of successful business concerns have naturally adopted the method that most completely meets their requirements, and, therefore, have adopted the method of figuring the percentage of profit on the selling price. This plan has been adopted by thousands of successful manufacturing, wholesale and retail firms, who only adopt and advocate methods which are correct and in accord with sound business principles.

It must be admitted that there is a variance of opinion regarding this important subject, and this is rather remarkable, inasmuch as the issue involved is vital to the welfare of every person engaged in any form of commercial activity.

All business men know, or should know, that the vital issue is the showing of net profit in dollars and cents at the end of the business year, when the inventory has been completed and the books are closed. In order to make a satisfactory showing it is necessary that a proper method of figuring profits should be followed throughout the year. An incorrect understanding of the proper method of figuring the percentage of profit is a rock on which many business ships have been wrecked. And where many men make their mistake is in their refusing to see or acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum—that if a fixed sum is a certain per cent. of a certain sum, it is a smaller per cent. of a larger sum; or, in other words, if 25 is 25 per cent. of 100, it is only 20 per cent. of 125.

An example might be quoted in the case of a retail merchant who bought dustless mops at $1 each. His cost of doing business, so he said, was 25 per cent. (based on gross sales), and he wanted to make a profit of 10 per cent., so he marked the squares to sell at $1.35. His price should have been $1.54 to make a 10 per cent. profit.

This merchant's cost of doing business was 25 per cent. of his selling price, but in pricing his goods he made the frequent and fatal mistake of only adding 25 per cent. of the invoice price. He also made a similar mistake in regard to his 10 per cent. profit. He used the cost price as a base in figuring profits, and although his cost of doing business (25 per cent.) was based on his gross sales, he only added 25 per cent. of his cost price instead of 25 per cent. of his selling price. If using his cost as a base, he should have added 54 per cent. to the cost price instead of 35 per cent.

Accompanying this article in a panel is a table showing the right and wrong way to figure profits. The example is based on an article costing $2.

But you say why should the profits be figured on the selling price instead of the cost price? There are many good reasons, a few of which I will quote. The percentage of expense of conducting business is based on the selling price. If you talk per cent. of profit on cost and per cent. of profit on

How to Figure Profits Correctly

THE RIGHT WAY

EXAMPLE:

Expense of doing business is (Figured on Gross Sales, *i.e.*, selling price.)	25%
It is desired to make a profit of (*Must* be figured on selling price.)	10%
Cost of an article is	$2.00

Find the SELLING Price

SOLUTION:

Selling price = Expense + Profit + Cost

Expense: Rent, Light, Heat, Wages, Advertising, Insurance, Freight, Express, Delivery Charges, Telephone, Other Expenses, Int. on Capital Invested, Depreciation of Stock, Bad Debts, Extraordinary Expense

100% ..... equals ..... Selling Price

35% ..... equals Expense 25% + Profit 10%

65% (of selling price) equals ..... Cost

$2.00 will be 65% of selling price

Divide $2.00 by .65 equals $3.08

ANSWER:

Selling Price should be made $3.08

PROOF:

Expense	25% of $3.08 equals	$ .77
Profit	10% of 3.08 equals	.31
Cost	65% of 3.08 equals	2.00
Selling Price 100%	equals	$3.08

THE WRONG WAY

Figuring it as 25% plus 10%, or		$2.70
which is *less* than Cost	$2.00	
plus Expense	.77	$2.77

the selling price you are liable to get badly mixed. Mercantile and other taxes are nearly always based on a percentage of gross sales; sales totals are always given in books of record—very seldom are cost totals shown; allowances in percentages to customers are always from the selling price; no profit is made until a sale is effected; if profit is figured on the selling price it indicates correctly the amount of gross or net profit when amount of sales is stated; the percentage of profits on sales is indicative of the character of result of year's business.

Some people have an impression that the method of figuring the percentage of profit on the selling price is for the purpose of fooling oneself into believing that one is making less money than is really the case, but this is not so. Every retailer should figure the percentage of profit on the selling price in order to arrive at the exact truth and to avoid misleading themselves into believing that they are making money when they are really losing.

An authority on "profit-figuring" recently quoted an incident which is a good illustration of the greater safety of figuring on sales, especially with untrained minds which do not discriminate. The case is that of a general manager of a business who sold an article which cost 80c for $1, and, basing his percentage of profit on the cost, figured that he was making 25 per cent. At the end of a given period the sales totaled $40,000. The manager told a stockholder the amount of sales and also the percentage of profit (25 per cent.). The presumption was that a profit of $10,000 had been realized, while the books only showed a profit of $8,000, or 20 per cent. of sales.

Regarding the rules for figuring the costs of doing business, it must be remembered that a merchant may fool himself by failing to charge all of his expenses into his cost of doing business, but his expenses will come out of his gross profits just the same.

The following rules for figuring the costs and profits are recommended:

1.—Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2.—Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3.—Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4.—Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5.—Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6.—Charge amounts donated or subscriptions paid.

7.—Charge all fixed expenses, such as taxes, insurance, trade papers, water, light, fuel, etc.

8.—Charge all incidental expenses, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9.—Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10.—Charge collection expenses.

11.—Charge any other expense not enumerated above.

12.—When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

13.—Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

Go over the selling prices of the various articles you handle and see where you stand as to profits, then get busy in putting your selling figures on a profitable basis and talk it over with your competitors as well.

A $100,000 CO-OPERATIVE STORE.

Toronto, July 22.—A few delegates from local trade unions, at a recent meeting, endorsed a co-operative store proposition which a committee, headed by R. S. Broderick, laid before them. The plan is to issue $100,000 worth of preferred and common stock and establish stores. The preferred stock is to pay 8 per cent. and the common stock only gives a voting right. The preferred stock does not carry that privilege. Sam Carter, M.P.P., of Guelph, addressed the gathering. Mr. Broderick was elected president of the association and John Davies, 231 Palmerston Avenue, secretary.

It will be interesting to watch the future of this new concern in the light of what happened to the National Railway Association and the Householders' Co-operative Stores.

SUMMER WINDOW DISPLAYS.

Window displays will vary in quality with the skill of the window trimmers. But, whatever the artistic arrangement, the color scheme, or attracting power of the display may be, one of two fundamental principles should always govern the arrangements.

A window trim should be a display, pure and simple. The "display" type of window should never be overcrowded. This principle, if adhered to, will make many displays successful even if they are not arranged in the most artistic way. It is better to change the window often, and this makes the work all the easier.

The writer passes quite often the store of a grocer who caters to the better class of trade. Besides groceries, he sells flowers and he has a window devoted to them, which with the other windows, is changed daily. I often wonder at the great resourcefulness of the window trimmer, and I have caught myself thinking of this grocer's window before reaching his store, wondering what kind of a display he would have that day. Many a dollar of mine, too, has he exchanged for toothsome morsels and pretty flowers just because they were so daintily arranged in his window.

It is a good plan to put the care of the windows into the hands of one of the salesclerks who shows a special aptitude for window trimming, and make him responsible for the appearance of them, suggesting once in a while how he should proceed in his work and complimenting him when a specially attractive trim has been produced. Also for his guidance any suggestions on window trimming in the trade papers should be turned over to him for his aid. He will doubtless take a pride in this particular work and will, with a little encouragement, constantly improve. The other clerks, too, may be put in charge of various duties, and so a certain good-natured rivalry will exist amongst them to see who can be the most successful in their special duties.—Gilt and Glimmer.

At the last meeting of the Edmonton, Alta., Commercial Travelers' Association an interesting discussion arose over complaints received through country merchants because of an Edmonton retail grocer who has been quoting farmers wholesale rates for groceries. The complainants stated that the retail grocer named was merely the figure-head of a local jobbing house which has no traveling salesman, but which is not averse to picking up business on both sides of the fence. The matter was placed in the hands of a special committee, with instructions to act in unison with the Retail Merchants' Association.

Equipment in New Edmonton Store

Display Counters, Several Computing Scales, Cash Registers, Etc.—Much Importance Attached to the Cash Registers—Their Value From Clerks' Standpoint—Refrigerators, Coffee Grinders, Meat Slicer and Cheese Cutter.

Written for Canadian Grocer by REGINALD G. SMITH.

LOCATED in Edmonton — the capital city of Alberta—is one of the finest grocery stores in Western Canada, owned by James Ramsey Limited. This store was recently opened to the public and was carefully planned with many modern conveniences in the way of equipment.

James Ramsey, the head of the concern came to Edmonton when conditions were bordering on the boom, saw his opportunity and seized it.



View of the interior of the Ramsey Grocery Annex, Edmonton, Alta. This shows the entire length, with the display counter on the right. Cash registers, computing scales, refrigerator, meat slicer, cheese cutter, and coffee grinder are other equipment in the store. Note the abundance of light.

The Premises Extended

Ramsey's grocery department, at one time, was situated on the ground floor of the main store, having entrances on three streets. It was necessary however, for Mr. Ramsey to look ahead, consequently as the business grew he was prepared for it. Today instead of a floor space of sixty feet by forty, he has an annex 170 feet by 40, with ten feet of window space on one street and twenty feet on another.

The store now fronts on four streets of the block. Right in the centre of one of the busiest shopping districts in Alberta, the entrance to one end of the grocery department is through four swing doors, while the other entrance is through three swing doors. Well lighted, clean looking, with an atmosphere wholesale and sweet, the entire length and breadth of the store laid with light brown cork linoleum harmonizing with the solid oak fittings, the first glance one gets of the grocery department is certainly enticing.

I. S. Brown, the manager of the grocery department for James Ramsey, Limited, is an old Ontario boy from Crediton, where for twelve years he was with his father in the general store there —Mr. Brown has been with the Ramsey company for three years, for two of which he has had charge of the grocery department. He is a young man, alert, ready to accommodate everyone, and has a staff of 21 men and women.

To Save Money, Spend it.

"You notice the equipment," said Mr. Brown. "Well in my opinion the way to save money is to spend it. We have twelve ordinary computing scales and one 1,000 pound computing scale. Along side of each scale is a cash register with six drawers. There is the meat slicer, cheese cutter, the combination mincer and bone grinder operated by a two-horse power electrically driven motor. The coffee pulverizer and granulator, also electrically driven, with special refrigerators for cooked meats, butter, cheese, fresh meats and fruit and vegetables. All this equipment saves money: it brings more business, more convenience and is a work saver to the employees."

A visitor to the store has only to use his eyes and he will see just what this equipment does mean to the management of the store. The clerks receive the orders, can wait quicker and better on the customers; the cash register is right at hand; they ring up the amount of the order and instantly give the requisite change. "You understand what that means to the clerks?" asked Mr. Brown. "The clerks take more interest in selling when they have their own drawers, they make change quickly, save time and increase their own tallies."

"Increase their tally?" This may mean just what it says, but to the employes of James Ramsey, Limited of Edmonton, Alberta, it means more to them than the mere explanation of this phrase. Each clerk keeps his own or her own tally, and at the end of the day's work, the tally, is sent to the accounting department where it is entered up and the employes are the recipients of bonus checks at the end of the year, which oftimes is sufficient to pay for their summer vacations.

Work of the Cash Register

The cash registers do away with the old wooden boxes which are sometimes seen in some stores. It eliminates waste of time in making change. Without doubt the cash registers are a boon to the store clerks, especially those who benefit annually by bonuses for increased sales.

No Flies Here

Conspicuous in this store is the absence of flies. There is no need to have a motto on the wall, "kill that fly" because there are no flies there. How the store keeps free from this pest is more than the writer can say, but nevertheless at the time the facts for this article were being obtained, not a single fly was fluttering around the place

In conclusion, it might be stated, that the entire Ramsey store closes each day at 5.30 p.m., Saturdays included. Mr. Ramsey commenced at the first of the year to eliminate the ten o'clock Saturday night shopping and closed his store at 6 p.m. Now he has gone a step further. There are no Wednesday afternoons off, the store opens at 8.30 in the morning and closes at 5.30 each evening.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, JULY 30, 1915 No. 31

Must Decide re Co-operative Stores

THE *Credit Men's Journal* published in the interests of Canadian Credit Men's Association declares that the wholesalers of Canada must determine on a policy with regard to "Co-operative" stores. It declares that the past record of these stores has been very unsatisfactory and states that it is necessary that some steps be taken to determine the policy wholesalers and manufacturers will pursue in respect to selling Co-operative Societies and in the matter of protecting retailers who are and heretofore have been recognized as the logical source of final distribution.

"The trade at large," it adds, "knows that the co-operative store, with few exceptions, has been a distinct failure, and a source of great loss to them. Ontario traders remember the grangers' organization of thirty years ago, which vanished when wholesalers and manufacturers took a determined stand against their campaign in co-operative selling, looking to the elimination of the legitimate retail dealer.

"The wholesalers and manufacturers of to-day are up against the same problem in connection with the grain growers' associations and farmers' clubs, and it is imperative that they give careful thought to the question. If co-operative societies are to continue buying in car-load lots at minimum prices and selling to consumers at the bare cost plus man's time and freight to point of distribution, then there must inevitably result a general elimination of the reatil dealer.

"What will be the result? The retailer, unable to earn a reasonable profit, will be forced either to close up or make an assignment. He will either go back to the farm or into the already overcrowded cities. His suppliers will lose him and his fellow dealers as a factor in the distribution of their products. The towns and villages will suffer stagnation and decay. Farm properties will drop in value as the towns go back. Taxation will gradually increase and a general unhealthy condition will affect the whole district, the cities and those engaged in manufacturing and jobbing."

The *Credit Men's Journal* is right. It is a fact that the present methods of distribution have not been improved by the interception of co-operative societies, and there is no good reason why these societies should be further encouraged, as the abovementioned paper says, 'it is not possible to run with the hare and hunt with the hounds,' and if the retail merchant is the logical medium for final distribution there is no place in the channels of trade for the so-called co-operative society.

Quoted by the Government

THERE has just been issued by the Department of Labor at Ottawa, a large volume of 259 pages covering whole prices of foodstuffs, hardware, etc., that existed during the year 1914. This report comes from the Department over which the Hon. C. W. Crothers presides and is edited by R. H. Coats, B.A., who has been editor of the *Labor Gazette* for some years. It is interesting to note that in giving the official figures on foodstuffs, THE CANADIAN GROCER markets have been consulted no less than for 62 separate items. These include such lines as flour, cereals, fish, molasses, honey, condiments, rice, all kinds of canned goods, beans, onions, dried fruit, potatoes, both Canadian and imported fruits, etc., etc.

In this report the files of CANADIAN GROCER have been used more than all the other Canadian publications combined in so far as foodstuffs are concerned. This is just another evidence of the standing of this paper. Its market reports are consulted by the entire trade of the Dominion and as the report from the Department of Labor indicates, by the Canadian Government as well. Published weekly it has a splendid opportunity for following up market changes closely and because of the authoritative nature of these reports, it is found practically indispensable in good grocery stores from the Atlantic to the

Pacific. No other paper in Canada gives the information on market changes that is found in the weekly pages of CANADIAN GROCER. Only the extensive nature of our editorial staff makes this possible.

Source of Considerable Loss

THERE are a great many grocers indifferent to the proper arrangement of goods on the shelves and in the warehouse to prevent contamination one with the other. In a certain Canadian grocery store the other day was noticed a shelf display of cereals and immediately above this was a display of cleansers, soaps and disinfectants. An article like cereal food readily absorbs flavors and odors from other articles nearby, so that this dealer was in a fair way to have these goods contaminated with foreign odors, which undoubtedly would cause complaints on the part of many customers and probably loss of custom.

Every grocer should take an inventory of his stock from time to time to see that it is properly arranged in order to prevent troubles and complaints which result in loss of business. Clerks in the store should be advised when they have not properly arranged goods to overcome this objection. This is one of the duties of the retailer and it is a duty that should be consistently performed. There is an avenue of loss in many stores in this regard which could be easily stopped up. The time to effect the remedy is right now.

Big Co-operative Failure.

IN Canadian Grocer, of April 2 last, there was an article in regard to a new brand of co-operative store that was being started in New York city. It was pointed out that this store was organized under the laws of the State of Delaware with a capital stock of $2,000,000, consisting of $1 shares. The prospectus stated that the chief object of the concern was to effectively reduce the cost of living. It was further stated that the company guaranteed to give all its shareholders a special discount of 10% on all goods purchased, pointing out that a family expending $600 for groceries annually would make a saving of $60.

It was still further alleged that the Profit-Sharing Co-operative plan of this concern had been thoroughly investigated and tested abroad. In the same issue Canadian Grocer commented on this new co-operative idea, as follows:

"It would be interesting to know just when we are to see the finish of this brand of concern which periodically arises to cope with the high cost of living bogie that is alleged to be after so many. This Profit-Sharing Grocers' Co-operative concern certainly bears some of the ear-marks of the recent Household Co-operative Stores of Toronto that passed so quickly out of existence."

What has happened? This concern with the high-sounding name has failed and now belongs to the past. This appears to be the road that the great majority of these so-called co-operative societies have to travel. A New York reader of Canadian Grocer who reported the beginning of this company in April, prophetically stated that they had come there to make money, but in his estimation it was a splendid place to drop it—the drop has been a very sudden one. Setting out to establish two hundred stores in greater New York, it has, in less than five months, disappeared from the map. When one reads the prospectus issued by such concerns it certainly gives him the idea that there is a lot of money in the grocery business if he has never been in it himself; but once he gets busy it is a very different song he sings.

Co-operating With the Retailer.

FIVE thousand Niagara Peninsula Fruit Growers are co-operating with the grocers this year. For years these fruit growers have been faced with the annual question of proper disposal and distribution of their fruits, and many causes of complaint have arisen due to certain localities receiving an over sufficient quantity, while others and a much larger section of the country have been without a sufficient quantity to meet the demands of the consumer.

This year these fruit growers got together—co-operated—and subscribed jointly to a campaign of advertising, the object of their publicity being to simply inform the housewives of Canada in advance when to expect strawberries, currants, raspberries, etc., in order that she could see her grocer and ask him to make provision by securing fruit in advance. The retailer himself was provided with the same information through the trade press.

This plan has worked so successfully that housewives all over Canada are to-day able to secure plentiful supplies of all fruits. The grocer has as usual been quick to respond to this advertising service of the fruit growers. He has thereby increased his fruit business, and in a great many cases his fruit is sold or ordered in advance of its arrival at his store, thus eliminating loss due to overstocking.

Editorial Briefs

ACCORDING to Henry Ford modern efficiency is simply the application of old-fashioned commonsense to new problems. Henry has pretty nearly hit the nail on the head.

* * *

WHILE THERE will always be a certain number of new customers come to your store every year, the maximum results can only be secured by using aggressive measures to get these and other people into the store for the first time.

* * *

FLAXSEED AND wheat have many things in common. They are both the products of the farm, sold to the line elevator companies by the farmer, traded and speculated in on the Board of Trade and finally in the finished products they reach the *ultimate consumer.*

* * *

A LARGE number of Chicago women were victimized recently by solicitors who offered or sold coupons for 50 cents which entitled the holder to a half pound of "their 40c tea and a pound of their 30c coffee together with a $2.50 coffee percolator." As usual in these cases orders were never filled.

* * *

FROM THE STANDPOINT of good business it is to be hoped that the practice of issuing cheques where there are no funds will soon be eliminated. The Minister of Justice of the Dominion has now in consideration the passing of legislation which will act as a deterrent upon this pernicious habit.

Many Grocers at the Falls

Hamilton and Brantford Associations Again Mobilize There and Capture the Big Cataract—Contests Were Many and Keen—Many Contestants Meet Their Marne—Baseball, Bowling and Tug-of-War Events.

Special Staff Correspondent.



The Brantford bowling team before the game.



Geo. Bickle, of Brantford, was the spectator present.



"Bob" Moneur getting on his shoes.



The victorious Hamilton bowling team.

NIAGARA FALLS, Ont., July 28.—The big cataract that has made this place famous calls from Hamilton and Brantford once a year the grocers and their many friends. War years are no exception, for on Wednesday last there were thousands of excursionists from the Ambitious and Telephone Cities, and the big picnic maintained its high standard of former years.

The Hamilton Grocers are patriotic, so they made the picnic a patriotic one. This meant that the proceeds are to be devoted to Red Cross and hospital work arising out of the great European war. On the ocean or in Great Britain to-day are $100 worth of maple sugar which the Hamilton Grocers' Association voted to the wounded in Shorncliffe hospital a few weeks ago.

Various estimates as to the number of people at the picnic have been made, but probably a better idea of its magnitude can be secured from the fact that it required 3 trains to carry the people to the Falls and one to Buffalo, whereas a large number from Hamilton came in on the train carrying the Brantford Grocers' excursion, the members of which alwys fraternize with their Hamilton confreres. The first two trains probably carried 1,500 people each, while the third train was comfortably filled; at the same time many people dropped in from the country-side and from Niagara Falls itself and during the day there would probably be 7,000 or 8,000 people in Victoria Park.

The presidents, J. M. Semmens and W. J. Mellen of the Hamilton and Brantford Associations respectively, carried their most genial smiles, all of which refused to vacate the premises during the day. As chairman of the Picnic a great deal of work devolved upon M. Cummings and the way he conducted affairs was highly satisfactory.

Operations On a Big Scale.

One of the features of the big joint picnic of the Hamilton and Brantford Grocers is always the amount of moisture connected with it. Occasionally some of this comes from the clouds but the majority of it is brought along. This year while the weather was a bit threatening in the early part of the day, it eventually turned into bright sunlight and nothing finer could have been expected had the Kaiser himself sent in the order to his "pardner." The large building on the grounds where the Refreshment Committee holds forth was a mighty busy spot, particularly between 11 and 1 o'clock. During the day some 800 gallons of tea and coffee, 220 gallons of milk, 250 gallons of lemonade and over 5,000 tin pails were supplied free of charge to those who came in on the excursion. It looked somewhat as if the C. P. R. purchasing department had been engaged for the event.

A Triple Feature.

Three outstanding sports formed the feature of the programme for the day. These included a baseball game, a bowling match and a tug-of-war all between Hamilton and Brantford grocers. We have to report that Hamilton was successful in the entire series, despite the fact that Jack Knox and Michael Cummings were absent from the Hamilton baseball outfit, and in face of the fact that John Kew of Brantford occupied the side lines and egged on his compatriots during the entire session. The Hamilton boys carried off the cigars by quite a margin of runs. From reports sent out of the game it is not clear just what the exact score was. It may have been 10 to 4, or 13 to 9, or something else. The guard that protects the shores and important places around the Falls were on hand to see that disputes with the umpire, who was Sergt. Altoft, did not gain sufficient momentum to cause Mr. Umpire any unpleasantness. The line-up were as follows:

Hamilton:—F. Blowey, p; J. L. Brown, lf; F. White, rf; A. Roberts, 2b; E. Smith, 1b; H. Dewar, cf; Geo. Cann, 3b; B. Page, ss; K. Kane, c.

Brantford:—H. Croley, 1b; R. Hartley, 3b; Leo. Guest, rf; N. Smith, ss; R. Hedden, 2b; Loe. McGowan, lf; P. Van Fleet, cf; T. Cheevers, c; — Harp, p.

Fred Harp and Arthur Coulbeck of Brantford came down with a number of the Telephone City bowlers, but on the beautiful grounds of the Niagara Falls Bowling Club, where a few weeks ago many prominent bowlers appeared, they met their Marne. Someone made the statement that J. A. McIntosh, of Hamilton, had been down to the Falls from time to time to get the lay of the grass. At any rate, the Hamilton boys were some 12 or 15 up when the retreat sounded.

And then the strong men indulged in a tug of war and this was also claimed by the Hamilton team, which included the following men: Ed. Rossiter, W. Lockhart, D. Slattery, E. Duborgil, W. H.

There were races of all kinds, shapes and sizes; they included shoe races for boys and girls, ball throwing contests, pie eating contests, in which a David Harum might say the boys almost literally got inside and ate their way out; there were three-legged races, soap, bluing and tea races, walking contests, a barrow race, a skipping contest and a dozen and one others. It was a great day for everybody, and everybody had a great day.

Judging the Babies—A Hard Task.

Tell us now, how would you like to be judge in a baby show contest. There were babies from all sections of Hamilton and Brantford, as well as from places between the two cities lined up on the platform before the "half-scared" judges. There were babies with dimples, babies with and without hair, fat and thin offspring, crying and laughing babies and every other kind on the calendar. The judges were faced with a particularly hard task but so far as the writer could see the band stand was intact when the judging was completed. There was too, plenty of music and a number of speeches from Niagara Falls Civic officials, and a reply from Picnic Committee Chairman M. Cummings. Members of Parliament were there and the bandstand was honored by the presence of C. R. McCullough, the founder of the Canadian Club who made a stirring patriotic recruiting speech. Bay Hill megaphonically introduced the speakers. An after-dinner speech by Mr. Hill was still another feature of the picnic. He urged upon his feminine listeners the necessity of getting up a company of their own to assist in bringing the great war to a successful conclusion and maintained that their long acquaintance with powder was a big point in their favor; and from his observation, while on a tour of the front they would be a splendid acquisition to Kitchener's army. His originality was further shown by his bringing along a troupe of roving musicians to play patriotic and other tunes for the picnickers. There were two members of the troupe, and on the last train that went to the Falls they plied their way from one end of the 12 or 15 coaches train to the other and back again all the way to their destination. They made one round trip.

To go into all the details of the outing is impossible in the space at our command and it would necessitate the staff of 'Jack Canuck' and the 'Calgary Eye Opener' to record all the incidents. Suffice it to say that the picnic added fresh laurels to the Hamilton and Brantford Grocers' Associations who have been pilgriming to Niagara Falls every year.

On the Side.

Some of the ball players struck at the yarn as if they were breaking eggs; others as if they were swatting flies.

The patriotism of the grocers of Hamilton has been splendidly evidenced.

Contests were put on by the Red Rose Tea Co., Lipton's Tea Co., Comfort Soap Co. and the Reckitt Co.

President "Dad" Mellen from Brantford wasn't far from the dining room when the dinner bell sounded.

Gus Ante spent a hot day rounding up the contestants.

If you want a cigar ask any of the Hamilton boys who were in the baseball, tug-of-war and bowling contests.

It's a good thing for the soap manufacturers that the ladies are fond of entering the running races.

"Charming Billy" showed the crowd that he could eat a cherry pie alright.

What would the picnic be without Bay Hill?

John Kew of Brantford almost missed the fun—but he couldn't resist their appeals at the station.

—⚙—

There was a meeting in Toronto on Monday and Tuesday at the offices of the Retail Merchants' Association at the corner of Yonge and College streets, of the secretaries and officials of outside local associations to consider resolutions that have been forwarded for consideration to the Provincial Board by associations in the Province. A day and a half was spent in going into these and on Tuesday night Dominion Secretary E. M. Trowern left for Montreal, where these will be taken up at the annual meeting of the Dominion Board, which is in session there also this week.



Top views show the ball teams lining up with John Kew in the centre; a grand stand scene, including Messrs. Kirkpatrick, Little and Geo. Cann; the third snap is that of Gus Ante, master of ceremonies.

Bottom (left)—Jas. Main, Pres. J. M. Semmens, J. A. McIntosh and Jack Knox. The back of M. Cummings may be seen on the platform.
Right—A scene on the contest field.

THRO' OTHER SPECTACLES

Britain's Purchases of U.S. Tomatoes

The Canner and Dried Fruit Packer.

Some interest has been excited by the increasing purchases of American canned tomatoes by Great Britain. Doubtless this demand has been stimulated by the war, and while the total is much larger than Great Britain was importing at the corresponding date last year, it must not be forgotten that a year ago the British were buying almost no tomatoes in this country, the bulk of the business being placed in Italy.

There may be a further increase in shipments of canned tomatoes from the United States to Great Britain, but the Canner sees no immediate prospect of any great outlet in that direction. It must not be forgotten that tomatoes are not a staple on the other side, and if all the business came to the United States, it would not mean a very large demand in the aggregate.

There is no scarcity of food in Great Britain and the war is not likely to increase to any great extent the demand for tomatoes. The British public is slow to change its tastes, and as tomatoes are not a very important article of diet in that country, it would be unwise to figure on an exceptional export demand. Some tomatoes will doubtless be needed, but not sufficient to cause any excitement.

* * *

The Necessity of an Inventory

The Credit Men's Journal.

Wholesalers can do a great work for themselves and their customers if they insist upon the customers making an inventory annually at least. The story is told of a retailer doing a general store business which was increasing in volume each year, but was not yielding any increase in profits. The retailer was advised by one of the biggest creditors to make an inventory, which he proceeded to do.

He discovered that he had goods on hand which had cost him $12,000. This surprised him, as he had done business five years before with only $7,000 in merchandise. The increase in stock was considerably greater than the increase in sales. In his first year in business he had done $25,000 of business, carrying at no time more than $7,000 in goods. Now he was doing $30,000 a year with a stock of $12,000.

He discovered, furthermore, that his expenses had amounted to $6,000, which was 20 per cent. of gross sales. He was surprised to learn that there is a great difference between 25 per cent. profit calculated on cost of goods, and 25 per cent. calculated on selling price. He found that he must change his method of figuring profits, and that he must reduce his stock in trade. Henceforth it became his policy to do a maximum business with a minimum investment. By this means he keeps his liabilities in check and never had a stock go dead on his hands.

What a creditor did for this retail merchant can be done for many other retailers. The fact that a customer is buying more goods each year is no index of his real financial position.

* * *

A Terrible Abyss.

Journal of Commerce, Montreal.

The greatest depth yet sounded is 31,200 feet, near the island of Guam. If Mount Everest, the world's highest mountain, were plucked from its seat and dropped into this spot, the waves would roll 2,000 feet about its crest. Into this terrible abyss the waters press down with a force more than 10,000 pounds to the square inch. The staunchest ship ever built would be crumpled under this awful pressure like an egg-shell under a steam-roller. A pine beam, 15 feet long, which held open the mouth of the trawl used in making a cast at a depth of more that 18,000 feet, was crushed flat, as if it had been pressed between rollers. The body of the man who should attempt to venture to such depths would be compressed until the flesh was forced into the interstices of the bone and his trunk was no larger than a rolling pin. Still the body would reach the bottom.

* * *

Repetition of a Well-Known Truth.

Rochester Herald.

We have said before, but it will do no harm to say it again, that the lack of preparation for war which the allied nations reveal proves conclusively that there is not an atom of truth in the German contention that these nations were, and long had been, in a conspiracy to crush Germany, while the immense preparations for war which Germany has made proves equally conclusively that it has been Germany's intention to crush her rivals as soon as a good chance presented itself. Germany knew that she had the machine behind the men, and she knew also that her rivals had not, and, not believing that Great Britain would fight, brought on the war for the purpose of crushing France and Russia, while intending to deal with Britain separately after Germany's navy had been made stronger.

* * *

Preaching and Practice.

Wall Street Journal.

Like any healthy human being, the Wall Street Journal loves to be critical rather than censorious. It is easier to praise than to blame, and far more pleasant. For this reason, perhaps, it seldom praises. What follows, therefore, is not praise, but acknowledgment.

A preacher in Brooklyn, the Rev. D. Newell Dwight Hillis, the successor of Henry Ward Beecher and Lyman Abbott at the ugly old Plymouth Church, which is almost a national shrine, gave letters of recommendation to two nephews nine years ago. He became a stockholder in a lumber company they floated, and his liability was of course limited to the amount of his stock. The enterprise was a failure. No one knows exactly how much was involved, but Dr. Hillis, over a period of four years, paid off the stockholders to the extent of $55,000 and two notes, the amount of which is not specified.

Sir Walter Scott and Mark Twain did likewise, and Dr. Hillis, with a publicity he probably does not desire, joins the company of two very brave and honorable gentlemen.

Here is a preacher who practises what he preaches. Wall Street Journal lends on character. If Dr. Hillis wants to borrow a million dollars down here any old time, his word is good enough, without collateral.

Jno. Whiting is opening a new grocery store, corner the Ridgeway and Wharncliffe Road, London, Ont.

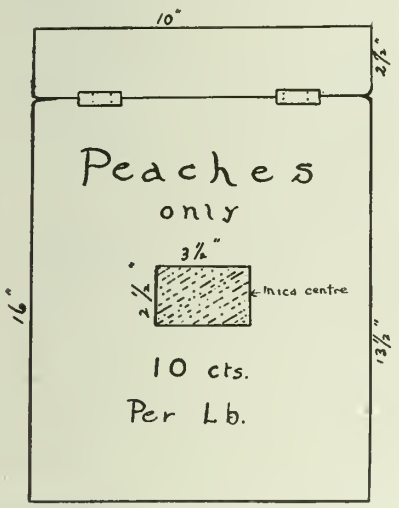
John Reynolds, of the W. B. Lee general store, Thorndale, Ont., has bought the grocery stock of C. W. Reynolds, Pottsbury, Ont., the transfer to take place September 1st.

THE CLERKS' PAGE

SANITARY COVER FOR DRIED FRUITS.

The accompanying sketch illustrates a sanitary lid for boxes of evaporated fruits as designed by Earl O'Neil, a clerk in a grocery store in Clinton, Western Ontario. The object is to display the goods without letting the dust reach them.

This particular lid is made to fit a 25-lb. box of evaporated peaches. A piece of grey cardboard 2½ inches by width of box (10 inches) is nailed to one end of box to form the top of the cover. Another piece of the same material is cut, to fill in the rest of the space (13½ inch. x 10 inch.) and this is attached by two small hinges to the 2½ inch strip already



Lid with mica centre for keeping dirt from dried fruits and at same time displaying them.

nailed to the box. A small hole 3½ inch x 2½ inches is cut out from the centre and filled in with mica for the purpose of displaying the goods.

The lettering "peaches, only 10c per lb." as shown in illustration, is in red ink, forming a pleasing contrast to the grey cardboard.

PRESERVING CUCUMBERS IN RUSSIA.

Cucumbers are an important feature of diet in Russia throughout the year, both in fresh and in pickled form. The method of making pickles from cucumbers is about the same as in the United States, but there is a unique method of putting up cucumbers for winter use by a process that partly preserves the natural fresh taste of the cucumbers.

A barrel such as is used in pickling cucumbers is properly cleaned and a layer of cucumbers is closely packed on the bottom, to be followed by a layer of leaves of black-currant, laurel, cherry and oak trees in equal proportions, of sufficient quantity to cover the cucumbers; then red peppers, parsley, and fennel are placed upon the leaves in sufficient quantity to season the cucumbers to the desired taste.

After the cucumbers, leaves and spices have been placed in alternate layers, filling the barrel to the top, a brine is poured over the contents, made by adding ordinary salt in the proportion of 6 glasses to 3 gallons of water. One spoonful of saltpetre and 2 pints of vodka may be added to this brine.

The barrel must be well packed with cucumbers to the very top. and care must be taken that the layers of leaves are not too dense to prevent filtration of the solution to the bottom of the barrel.

The top of the barrel should be covered, but not made entirely airtight, and the barrel should stand undisturbed for at least one month.

For winter use the late fall crop of cucumbers is considered best, as such cucumbers can be easily preserved until early spring. Sometimes cucumbers preserved in this manner are put up in watermelons previously gored out, the flavor being improved in this way, according to some Russian tastes.—U.S. Commercial Attache Henry D. Baker, Petrograd.

THE ENCYCLOPEDIA

RASPBERRY LORE.

By Peter McArthur.

The meanest man in Canada has been discovered, but I dare not give you his name or tell you where he lives, for, like all the mean men I know, he is very respectable, and, moreover, he is well off, and for that reason his neighbors look up to him. It would never do to cast a slur on so estimable a citizen, but let me tell you what he does. He hires the children in the neighborhood to pick raspberries for him, and it is part of the bargain that they must whistle all the time they are in the berry patch. As he is always within hearing, he is able in this way to make sure that they do not eat any of the delicious berries they are picking. Now, what do you think of a man like that?

I wouldn't consider this man so mean had it not been that for some time past I have been trying to determine the origin of the name "Raspberry." The explanation given in the big dictionaries is perfectly absurd, "Rasp—with reference to its rough outside—looking like a rasp." What nonsense. The appearance of a raspberry might remind one of a cluster of rubies, but never of a blacksmith's rasp. But philology, or the science of words, is a mere matter of guesswork in many cases, so I feel quite at liberty to guess at the origin of the name raspberry myself.

What does a healthy boy do when he discovers that raspberries are ripe? Anyone can answer that. He comes rushing towards the house yelling "Rah! rah! rah! The rahs-berries are ripe. "Rah- an abbreviated cheer, expressive of joy. Hence rahs-berries is the berry that makes the small boy cheer because of the joy he feels. Do I hear any objection to that? Of course not. Anyone can see that that is the true explanation. Let the makers of dictionaries take note.

And now that I am at it I may as well set the learned philologists right on another point that has to do with the raspberry. They seem unable to decide on the exact origin of the word "jam" as used in raspberry jam. Once more I am amazed at their blindness. Also once more I go to the healthy small boy for my explanation. What does he say when he gets a chance to steal raspberry jam? If you cannot imagine, just use your memory and recall what you used to say. "Yum, yum!" of course. With this starter any learned professor will tell you that by the application of Grimm's law, or some similar law, this ecstatic exclamation in time became changed to "yam, yam!" Still later it was changed to "jam, jam!" and then in the hurry of our modern life was abbreviated to "jam!" Do I hear any objection to that? It is all as plain as mud. Say I have a notion to give up farming and go in for philology. The college professors and dictionary makers seem to lack both imagination and knowledge of the small boy.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

S. R. Giffin, general merchant, Goldboro, N.S., died recently.

J. A. Paulhus, of the D. Hatton Co., Montreal, caught a 20-lb. 'lunge while fishing in the Thousand Islands River, near Montreal, last week end.

Ernest and Con. Sutton recently opened for business at Chandler, P.Q., under the name of Sutton Bros. They were formerly employed by the Pabos Mercantile Agency, Chandler.

The St. Lawrence Sugar Refineries, Limited, have moved their head offices from Room 608 to larger and more commodious premises at 804 Dominion Express Building, Montreal.

The annual meeting of the Dominion Board of the Retail Merchants' Association opened in Montreal on Thursday, July 29, and is being continued to-day. Resolutions submitted by the provincial bodies of retail merchants to the Dominion Board are being considered.

At a sitting held last week by Fire Commissioner Ritchie, of Montreal, to determine the cause of a fire which destroyed the store of Treffle Mercier, 370 Richmond Street, the owner stated that his neighbors had threatened to burn his place. The Commissioner thought this statement serious enough to adjourn the hearing in order to secure witnesses.

At a recent meeting in Verdun, Que., at which nearly a hundred merchants were present, an association was organized under the name of the Butchers' and Grocers' Mutual Protective Association, about sixty of those present enrolling as members. The following officers were elected:—President, A. Daniel, grocer; vice-president, W. H. Noseworthy, grocer; second vice-president, P. Brunet, grocer; treasurer, A. Bonnenfant, grocer; secretary, O. Caron, butcher. Meetings will be held monthly, or oftener if advisable.

In refusing to grant the application for transfer of a liquor license for a grocery from Joseph Neveu to J. J. O'Donnell, 463 St. James Street, Montreal, Judge Choquet stated that other licenses in that district would be cut off, as there were in the city 525 licensed grocers, which number must be reduced, according to law, to 350, within three years. Transfer of grocery licenses were granted from Joseph Longtin to J. Boutillier, 1018 St. Antoine Street, and from G. M. Fromant to M. Marchand, 670 East DeMontigny Street.

Ontario.

W. H. Scott, an Ottawa grocer, died recently.

J. Nicholson, a Toronto grocer, is succeeded by T. Gardner.



ALEX. PHILLIPS, Ottawa, Ont.
Mr. Phillips is one of the committee of grocers who are putting on a Pure Food Show in connection with the Ottawa Exhibition. He is, too, an official of the Grocers' Section of the R.M.A., Ontario Branch.

Albert Hammond, grocer, Springfield, Ont., has sold to J. A. Jeffs.

G. B. Bouskill, grocer, Toronto, has been succeeded by James Robinson.

O. Simmons has purchased the grocery business of the late Harry Ellis, Fergus, Ont.

S. Weinstien, grocer, Philip Street, London, Ont., had the misfortune to fall and break his arm recently.

Travelers of the Central Ontario wholesale houses will be off the road during the next two weeks. This is the annual fortnight holiday.

The Petrolia Flour Mills has been purchased by L. Graves and P. Willis, of Glencoe, and will shortly be reopened.

Galt, Ont., merchants have decided to cancel their picnic this year owing to differences in regard to the Civic holiday date between them and a portion of the public.

Organizers of the Retail Merchants' Association are busy out through the country, and are meeting with splendid response. E. Newton is in Niagara Falls, T. J. Maher in Owen Sound, E. C. Jamieson in Arnprior, and J. C. Doyle and W. C. Miller in Windsor, Walkerville and Sandwich. R. C. Doyle is working in Prince Edward Island.

The annual outing of the Drummers' Snack Club will be held at Georgetown, Ont., on Friday and Saturday of this week. A big time is anticipated. There will be a ball game this year between the Guelph travelers and a team gathered from the other members of the club. A fine patriotic event has also been prepared for the occasion.

On Thursday evening, July 29, a joint annual meeting of the merchants of Windsor, Walkerville and Sandwich was held. The meeting took the form of a banquet of frogs' legs and chicken, and was a most enjoyable affair. Among those present were W. C. Miller, assistant provincial secretary, and J. C. Doyle, organizer for the Retail Merchants' Association. The event was a combination of business and pleasure.

The Quaker Oats Co., Peterborough, Ont., have been making a number of changes recently in their selling staff. Ira Moore, who has been looking after sales in Toronto, Hamilton, and London, has been transferred to Peterborough, where he has taken charge of the flour department. He is succeeded by Geo. Morrow. Wm. Cochrane, who has been in the head office in Peterborough for a number of years, goes to Texas to look after the interests of the company there.

Western Canada.

The Winnipeg Paper Box Co., Ltd., has been incorporated.

D. T. Adamson, grocer, Winnipeg, is succeeded by John Irving.

The Canadian Candy Mfg. Co., Winnipeg, has been incorporated.

The Winnipeg Co-operative Society, Ltd., has made an assignment.

The McNaughton Fruit Co., Ltd., Winnipeg, has been incorporated.

Higher Valencia Raisin and Currant Markets

Stoppage of Shipments of Sultana Raisins From Turkey Having Wide Influence—Valencia Raisin Production Only Half Last Year Crop—Currant Crop Good, But Counter Influences Will Make Situation Firm—Canned Goods Firmer—Some Opening Prices Expected Soon.

Office of Publication, Toronto, July 30, 1915.

THAT our dried fruits for the Christmas cake and plum pudding are going to be scarce and more expensive than usual is the prospect from the present appearance of things. With Turkey at war with the British Empire we do no trading with the enemy—except in hurling shells—and hence we are not able to get any more Sultana raisins from Asia Minor until the war is over. This does not mean only that our supply of these raisins is going to be cut off. It has much further reaching effects than that. It is going to mean a greater demand for those dried fruits, such as currants from Greece and Valencia raisins from Spain, which will be available for export to other countries. At the same time, the Valencia raisin crop is only about half what it was last year and about a quarter of a big yield. This of course will result in higher prices for Valencias.

Currants is one of the chief substitutes for Sultanas and the complete removal of the latter from the world's markets this year is firming up the former. Also freights are exceedingly high and containers for the currants are up in price about 100%, all of which means higher prices on the currant fruit. The conditions that are influencing the European dried fruit situation are having a similar effect on California raisins and these too are advancing.

The canned goods market is getting firmer. Since the formation of the Holding Company to take over all stocks of staple vegetables and to market them at a profit, the low prices we saw in these goods a couple of months ago have disappeared. Owing to price-cutting which resulted from large stocks and a decline in demand. canners have been making little, if any, money during the past season and it is anticipated that under the new order of things which follow the completion of the Holding Company, prices will be firmer and prospects better. It is expected that in the near future Dominion Canners will be issuing some new prices on early fruits and vege tables, such as strawberries, raspberries, peas, etc. Peas will likely be higher than opening figures of a year ago and much higher than they have been since the price-cutting began this spring.

In the produce market, butter and cheese are lower. Canadian exporters have not been receiving the same enquiries for cheese as formerly, and with the export market quieter the price declined. July butter is not good for packing and as all the butter made to-day is going into consumption, quotations are easier.

Complaints are many in regard to inferior quality eggs coming on the large produce markets. The hot season is always accompanied by this trouble and there appears to be considerable more education necessary to be spread among the producers and handlers of eggs before the complaint will be eradicated. Western eggs are still coming East, but they seem to be having little influence in so far as causing declines are concerned. Western eggs are cheap and at any rate they are steadying the situation in Eastern Canada.

QUEBEC MARKETS.

Montreal, July 29.—A large house reports that collections are fair and sales good, although here and there are a few failures. But the Province of Quebec is in good condition, particularly as the crop prospects are excellent here. Business in Montreal is a little trying.

The wine situation, as far as it concerns the wholesale trade in Montreal, is causing some anxiety. It is well known that Alberta has gone dry, and Saskatchewan is having its trade regulated; also the Province of Quebec is gradually going dry. So that there has been considerable falling off in the demand for wines and liquors.

The price of brandy has gone up materially on account of the increase in cost of alcohol, glass and almost everything else. Scotch whiskey has also recently gone up on account of recent legislation which compels all distillers to keep their goods for three years before selling for home consumption. While it does not concern export trade, the distillers have decided that the home trade shall not bear the brunt of the expense, and have spread it over to their export

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
- Blackberries arrive.
- Raspberries, 15-16c a feature.
- More new Canadian apples expected.
- New pears on the market.
- Montreal celery, 60-75c doz.
- Old potatoes off the market.

PRODUCE AND PROVISIONS—
- Finest creamery declines 1c.
- Drop in cheese prices.
- Bad eggs coming on market.
- Live hogs tend lower.
- High prices asked for honey.

FLOUR AND CEREALS—
- Firmness in feed market.
- Many mills closed down.
- Flour market firm and steady.
- Bran $26, and shorts $28.
- Better demand for rolled oats.

FISH AND OYSTERS—
- Lobster prices slightly higher.
- Codfishing season good.
- Some lake fish little scarce.
- Other lines very plentiful.
- Oysters, clams, etc., quiet.

GENERAL GROCERIES—
- Advance in Rangoon rices.
- Molasses market very strong.
- Developments in canned goods expected.
- Further advance in sage.
- Scarcity in raisins.
- Further advances in dried beans.
- Advance in cheap Japan teas.

ONTARIO MARKETS.

FRUITS AND VEGETABLES—
- Early Plums and Peaches arrive.
- Raspberries of good quality.
- Canadian cob corn appears.
- Imported lines getting scarce.
- Vegetables generally cheaper.
- Canadian potatoes predominate.

FISH—
- Scarcity in boneless fish.
- Splendid call for whitefish, trout, eel and herring.
- Halibut scarce at coast.

PRODUCE AND PROVISIONS—
- Hog prices easier.
- Backs 1c advance.
- Compound lard firmer.
- Creamery butter down 1c.
- New cheese declines 1c.
- Eggs from Western Canada.
- Clover honey firmer.

FLOUR AND CEREALS—
- Manitoba flour steady.
- New Ontario wheat will depress market.
- Dealers again stocking flour.
- No change in rolled oats; market steady.
- Feeds are firm and high.

GENERAL MARKETS—
- Sugar unchanged.
- Valencia raisins to be higher; crop short.
- Currant prices will also be higher.
- No Sultana raisins while war lasts.
- California raisins firmer.
- Apricots and peaches will be cheaper.
- Canned vegetables firmed up.
- Bean stocks low.
- Rice market higher.

trade as well. Wholesalers in Montreal are exercising the greatest care when taking orders for future delivery, and are confining their sales as far as possible to what they have in stock.

General merchants will be interested in the fact that cod liver oil has taken the extraordinary jump of $1.50 per gallon, and is now quoted at $3.50-3.75. There is difficulty in getting it from Norway, probably on account of poor shipping facilities. This will be a good thing for the Newfoundland fisherman.

SUGAR.—The raw market was weak last week, and is weaker still at time of writing; whereas quotations were 3 7/8c, they are now 3¾c, so that there is no chance of an advance this week, and refiners declare there can be no change the other way, as they are making no margin at present prices. Refiners are doing a fair business, and wholesalers report a good demand.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 55
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—The most important feature of this market is an advance of two to three cents in the price of cheap Japans. New crop Japans arrived on this market at last year's prices, until they got down to 21c, at which level there was a big demand, so that under that price almost any tea at all is selling for 20c. A Colombo grower writes his representatives here to the effect that their market is still very high, and it seems likely to remain so. The attitude of the retail trade of Montreal to the present situation might be termed conservative. Within the past ten days or so many Montreal retailers have made advances in their prices, in some cases 5c per lb., and in others of 10c per lb. Those who had not advanced their prices before made a 10c advance. Trade is inclined to be quiet, and will be until school resumes again.

DRIED FRUITS.—The raisin situation is attracting attention, and the scarcity is becoming almost acute. Prices on 3-cr. muscatels were raised to 9 1/2c per lb., this being an advance of ½c. lb. The crop of Valencias this year is small, and with no dried fruits expected from Asia Minor while the war lasts, prices are bound to be affected. Prices on futures for Malaga raisins are not high at present, and it would be well for intending purchasers to hurry up if they intend to buy while the market is comparatively low. Spot stocks of Malagas are practically cleaned up. Several California packers are sold out of old crop seeded raisins. There is a good demand for California loose muscatels. It looks as though there will be a good crop of prunes this year, but while there is a lot of talk of low prices, when it comes to buying, there are no low prices. Prunes are strong for spot. The currant market is strong, prices on the primary market having advanced a shilling over opening prices.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 06½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13¼	0 14
Currants—		
Amalias, loose	....	0 07¼
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07¼
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12¼
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
5 crown, 12 lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 12½	0 15
Valencia, selected	....	0 09
Valencia, 4-cr. layer	....	0 09½
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 15 oz.	....	0 15½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—It is reported that the exportation of Sicily filberts and almonds has been prohibited. As the demand for this class of goods is not heavy just now, prices are not affected. On the other hand, a prominent wholesaler states that shelled almonds and Tarragona almonds will be cheaper this year than last. Shelled walnuts are firm, and inclined to be scarce.

Almonds, Tara	....	0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14
Shelled walnuts, new, per lb.	....	0 32
Shelled almonds, 28-lb. boxes, per lb.	0 34	0 35
Sicily filberts	0 12	0 13
Filberts, shelled	....	0 24
Pecans, large	0 18	0 21
Brazils, new	0 17	0 18
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—This market is away up in the air, and in a very strong position. Those who have molasses on the wharf to-day can get 53c for it without difficulty. It begins to look as if those in the country who are slow in their buying will be left. Very little is offering in Barbadoes. The last lot offered, 200 puncheons, was sold within five minutes after the broker opened the telegram.

	Price for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Maple Syrups—	
New, pure, per 8½ lb. tin	0 75 — 0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15
Maple sugar, pure, per lb.	0 15

SPICES.—Mace is dearer; so are cayenne and celery seed, for which there is a big demand. Cayenne looks to be out of sight. Sage has also made another jump recently. The market generally is active, with brisk consuming demand for many grades of pepper, cassia, gingers, and several grades of herbs, seeds and pickling spice.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 51	—0 48
Cream tartar—45-55c.			
Ginger, Cochin	—0 19	—....	—....
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 25	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 18	0 20
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	....	0 19½
Pimento, pure	....	0 17

RICE.—The Mount Royal Milling Co. have announced an advance of 15c per cwt. in Rangoons. Rice is one of the cheap foods on the market to-day, and one that probably can stand advances more than others. Some dealers expect that "B" rice will be quoted at $4.25 before very long. The reason for the advance given is the scarcity of freight space between Burma and Great Britain, and long delays and storage in congested points of trans-shipment. With bulky stuff like rice an advance was inevitable. On the other hand, there is plenty of rice, if it could only be sent to this market without these transportation difficulties. The advance is only in Rangoons; fancy rices, if anything, are easier. Tapioca is firm; wholesalers are being quoted 6c, while they are selling the trade at 6¾c and 7c. If they are compelled to pay 6c, prices will likely go up.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	Per cwt.
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 22
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09¾	0 10¼
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—The situation is about the same. Business as usual is dull during the hot weather.

DRIED VEGETABLES.—Prices of beans continue to soar, and supplies are difficult to get. Whereas the trade were paying $2.90 wholesale three weeks ago, they are now paying $3.35; and it is confidently predicted that they will go up to $4 per bushel. This week wholesalers are quoting $3.55-3.65, according to grades. Wholesalers are buying what they can lay their hands on, but there are few to be had. It is said there are no more than enough in the cities to last more than a month. If this is true, very high prices can be expected. Peas are almost in the same position, although in this case few wholesalers are offering stock on the ground that no good soup peas are available. Splits are about as scarce, and are quoted at $5.50.

Beans—		
Canadian, 3-lb. pickers, per busbel	3 35	3 50
Yellow, per busbel	....	3 70
Yellow eyes, per bushel	....	3 70
Lima, per lb.	0 07½	0 08
Peas, white soup, per busbel	3 00	3 25
Peas, split, bag, 98 lbs.	....	6 25
Barley, pot, per bag	....	2 85
Barley, pearl	....	4 50

CANNED GOODS.—One of the largest Montreal wholesalers was asked for a statement on the canned goods situation. He replied: "There have been no developments yet, although we surmise that, since the outlook for this year's crop is not good, it may have the effect of advancing prices shortly. There may be some interesting things to be said next week."

It is currently reported among the trade that higher prices will shortly be announced for canned goods. It is stated that tomatoes will be offered to wholesalers at $1 less than the usual discount, which will mean that they cannot sell to the trade at less than $1. It is reported that a large Montreal house made an offer of 92c, but that their offer was turned down. There is nothing official about the above.

The opinion of another wholesaler is that the canners will not name a price on futures until late in the season; that they are carefully sizing up the situation; that the stock is no larger than in previous years, and that no quotations will be made until they see exactly how things are. This wholesaler added that he did not think prices for tomatoes would be higher than 85c or 90c, and that the retail trade would be able to buy for $1 or less. He said there were too many tomatoes in the hands of retailers and jobbers to allow the canners to put prices away up.

There has been an enormous business done in canned goods during the past month—in fact, ever since the cut in prices occurred several weeks ago. This, however, has come to an end, as prices, which were very low, are tending upward. The following are the quotations of one house:—

Tomatoes, 3's	87½-90c
Standard peas, 2's	80-82½c
Corn, 2's	80-82½c

The price of 3-lb. apples was advanced 5c per doz. this week, quotations now being 90-92½c. It is believed this is due to the large amount of apples exported.

Coast prices on salmon are advancing, due to the big demand from Great Britain. Prices on new pack are not out yet, but they are sure to be much higher than those which have prevailed lately on account of these large Europeon purchasers. It is not two weeks since Chums were sold here at $3 per case of 4 dozen, which is 75c per dozen. One house sold over a thousand cases at this price in a week. Prices to-day for talls are:

Chums, per case	$3.25-3.35
Pinks	4.25
Cohoes	5.75
Red Spring	6.00
Sockeyes	8.50-9.00

Cohoes and sockeyes are reported scarce at the coast, and even if the crop is a fairly large one, prices must be maintained on account of stock being small in first hands, unless, of course, the crop is extra large. At the same time, salmon is still one of the cheapest foods on the market.

ONTARIO MARKETS.

Toronto, July 29.—The grocery business continues along its usual line. Staple trade is good and in many cases it is more than good. One wholesaler, for instance, has found July a much better month than he expected and it is away ahead of May or June. June, however, was a little quiet. His reasons for this are that retailers are in the market buying goods to-day which they usually purchase in the fall of the year and which under ordinary circumstances they would have bought last fall. For instance, he is finding a lot of orders for canned salmon of different grades which have been usually ordered much earlier in the year. Trade in all kinds of canned goods has been good during the past two or three months due to the same reason. Business, however, is reported to be better in the country than in some of the large cities where many people are working on short time and short pay. These cities include principally some of the large industrial centres where men have been out of work for some time. In the country the wholesalers are not hearing the same complaints. The same quantities of high-class luxuries are not being turned over as formerly, simply because people are living a little more economically than usual, even if their available assets are as good or better than a year ago.

It is pointed out, for instance, as an evidence of this economy, that women who, when they were flush with money, sent laundry to the laundries, whereas to-day they are doing this work at home. It is a fact, too, that the savings deposits are many million dollars in advance of a year ago and this adds further testimony to this contention. Nevertheless, general trade is good and complaints are few.

There has been a general stiffening in the canned goods market during the past few weeks due to the Holding Company of canners having been consummated. This company has not yet got down to business to determine on prices, but jobbers who are holding canned vegetables consider they are worth more to-day than they were a month or two ago. Those who laid in large supplies during the weak season, consider that they preformed a good stroke of business. No doubt the fact that the retailers were buying heavily of late was due to the expected rise in this market.

SUGAR.—The sugar situation remains about the same as last week. While raws are a shade off at last report, there is no reason to think that the market here will decline. In fact, it is rather firm so far as Canada is concerned, the only bear feature being the competition among the large firms. The preserving season is on, but it is safe to say that people are not preserving fruit as they did last year and in previous years. With the sugar market over $2 a hundred higher the reason is accounted for. People who are working on short pay scarcely feel that they have any money to devote to buying sugar at the price it is to-day, as well as fruit. Therefore, while a gradual trade is being done in sugar it is not a very extensive one.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

DRIED FRUITS.—The pivot on which the European dried fruit situation revolves today is the Sultana raisin mar-

ket. On account of Great Britain being at war with Turkey, there are no Sultana raisins coming through to any British possession. In fact, the blockade is so strict that few are getting out anywhere. This is having the effect of strengthening both the currant and Valencia raisin market. Into the bargain, Valencia crop is very short, one estimate being that it will be cut in half this year. High prices are therefore anticipated for the coming season. Spot stocks of both Sultanas and Valencias are short. Sultana raisins, too, is an article of great consumption—in fact, of the greatest consumption considering the world's demands in normal times. Some three or four times as many Sultana raisins are consumed in a season as Valencia, and with Valencias only half a normal crop and one-quarter of a big crop, high prices are sure to follow. Currants, too, are going to be high. Packages in which currants are shipped are up about 100 per cent., and freights are also higher. Conditions in Europe are changing on account of blockades, financial situations in various countries, methods of payment for goods, etc., and a buyer in this country never exactly knows where he is at.

The Valencia raisin estimate this year is barely 10,000 tons, whereas last year it was 20,000. In 1900 the crop was 43,000 tons, and in 1908 it was 25,000 tons. The strength in the European dried fruit market is tending to advance prices of California dried fruit. Some wholesalers are this week announcing higher prices in raisins, seeded and seedless, than have been quoted heretofore. Apricots and peaches, however, will likely be cheaper. Some of the largest buyers are getting their supplies fairly low. It is reported, too, that prunes are a good crop, but it is difficult yet to get an exact price basis.

Apricots—		
Standard, 25 lb. boxes	0 12½	0 14
Choice, 25 lb. boxes	0 14	0 14½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08¼
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11¼
70-80s, 50 lb. boxes	0 09	0 09¼
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07¼
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets	....	0 10¾
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10

NUTS.—Locally, of course, the nut situation is quiet, but there is considerable speculation as to what will be the prices on walnuts and almonds, filberts, etc., when prices open in the fall. The general idea is that shelled walnuts will be higher as there is no cold storage in France to carry them over. All this space has been utilized by the French Government for war purposes. Tarragona almonds in the shell are expected to be a big crop and cheaper. Filberts in the shell are also expected to be cheaper on account of the lack of buying power so far as the world's markets are concerned. Nations at war will not be purchasing their usual quantities.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 36	0 37
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 37	0 38

SPICES.—Trade in pickling spices has opened up splendidly this year. From all accounts the retailer expects considerable business in this line. Now that the pickling season and the season for making sauces, etc., is almost at hand, business in this line is expected to be even better.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 15
Allspices, whole	——	—0 12
Cassia, whole	——	0 21—0 23
Cassia, ground	0 14—0 16	0 21—0 25
Cinnamon, Batavia	——	0 35—0 45
Cloves, whole	——	0 28—0 37
Cloves, ground	0 18—0 22	0 28—0 35
Cream af tartar	0 25—0 35	0 45—0 50
Curry powder	——	—0 30
Ginger, Cochin	0 15—0 17	0 17—0 19
Ginger, Jamaica, ground	0 18—0 21	0 23—0 27
Ginger, Jamaica, whole	——	0 25—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 80—1 05
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	——	—0 50
Nutmegs, ground ,bulk, 45c; 1 lb. tins	——	—0 50
Pastry spice	——	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 23
Peppers, black, whole	——	0 21—0 23
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	——	0 35—0 37
Pickling spice	——	—0 20
Turmeric	——	0 18—0 20

RICE, TAPIOCA AND SAGO.—The rice market has been fairly firm of late. A Montreal firm that was quoting a certain grade of rice at $3.58 per cwt. in the spring has advanced their quotations up to $3.98 to-day. The price of tapioca is firm also, but there are notable changes in this market.

Rice—		
Rangoon "B," per cwt.	....	3 98
Rangoon, per cwt.	3 50	4 00
Rangoon, fancy, per cwt.	....	5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	....	0 05½

BEANS.—Reports from the bean fields of Western Ontario indicate a splendid crop, providing we do not get too much rain. A surplus of moisture is hard on beans, as it lowers the quality, while some have been spoiled already, nevertheless the damage so far is not serious. Harvesting does not come on till October and as spot stocks are pretty well exhausted, prices are firm.

Beans—		
3-lb. pickers, cwt.	3 40	3 50

CANNED GOODS.

Since it was definitely known that the Holding Company of canned goods firms would be completed, prices have stiffened perceptibly. Wholesalers to-day are quoting tomatoes at from 85c to 90c per dozen, which some weeks ago were under the 80c mark. Standard peas are now quoted at from 80c to 95c and corn from about 82½ to 95c per dozen. This is a market which the trade should watch closely as it is in a changing position at the present time.

New Prices should be issued shortly on peas, strawberries, etc., and the trade is guessing as to what they will be. One man hazarded the guess that peas would open this year at about 92½ to 95c for standards, tomatoes at 95c to $1, and corn at 92½ to 95c per dozen. It is, of course, a long time to the conclusion of the packing season on tomatoes and corn, or for that matter to the beginning of the pack. Extra sifted peas, one wholesaler heard, would open at $1.47½ to $1.50, as compared with $1.35 last year. Retailers have been buying fairly heavily of late because of the low prevailing prices and the anticipated advances, and it is almost a surety that they will make some money on the purchases.

It should be understood that canned fruits do not come under the jurisdiction of the Holding Company, and will be sold independently. This company will control only the staple lines of vegetables.

Wholesalers are quoting vegetables about as follows:

Tomatoes, 3s	85	95
Peas, 2s, standard	80	95
Corn, 2s	82½	95

MANITOBA MARKETS.

WINNIPEG, July 29.—Trade at present is a weather proposition; every sunshiny day over the Canadian West makes men optimists while every wet and cold day turns the crowd into pessimists. But the remarkably strong turn-out of farmers at the Brandon Fair last week indicates that the farmers as a class are confident of the crop outlook.

Wholesalers complain that city business is dull. The fact is that trade generally has not readjusted itself to new conditions. The city population has declined since the war broke out, but there has not been a proportionate decline in retail establishments. The beginning of harvest and a steady enlistment will further reduce consumers, but the general outlook is that those who are here to stay will also be able to pay. A community that would expect 1915 to re-

present a normal year would be lacking in foresight.

As regards staple lines of groceries, there is little to report. Country trade is really good, city trade dull, prices unchanged. There was never a time when the trend as to future prices seemed to exact less interest. This may be accounted for by the fact that business as wholesalers and retailers see it is rapidly becoming a matter of cash transactions and that the enormous credits of a few years ago are never likely to be repeated.

SUGAR.—The market still holds steady on an improving demand. With the advent of the blueberries, the preserving season has begun, but native fruits are a failure. Plums and peaches are going down in price, and are expected to be plentiful and cheap. Prices of sugar are more likely to go up than down.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 05
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 20
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 05
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 60
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	6 60
Corn Syrup—	
2s, per case 2 doz.	2 73
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 02
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 15
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0.53
New Orleans	0.34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure, quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 26

ALBERTA MARKETS (CALGARY).

By Wire.

Calgary, July 29.—B. C. apricots are arriving in large quantities at $1.25 a crate; blackberries, $2.25; raspberries, $2.35; canteloupes, $5.50. Oranges and lemons still on up-grade, being $5.50 and $6.25 respectively. No. 1 Ontario cheese can be bought at from 17c to 19c, jobbers being very anxious to get rid of present stocks. New B. C. potatoes are 85c bushel. An advance in creamery butter may take place within next ten days. The market is flooded with B. C. celery of splendid quality, retailing at 3 lbs. for 25c.

Fruits—		
Blackberries		2 25
Strawberries, crate, 24 pints		3 00
Raspberries, crate, 24 pints		2 35
Cherries, 8-lb. box		1 00
Cantaloupes, crate		5 50
Oranges, case		5 50
Lemons, case		6 25
General—		
Beans, small white Japan, lb.		0 06½
Beans, Soya, per lb.		0 04¼
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail		3 70
Rolled oats, 80s		3 30
Rice, Siam, cwt.		4 00
Potatoes, new, per bush.		0 85
Sugar, pure cane, granulated, cwt.		7 65
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	0 17	0 19
Butter, No. 1, dairy, lb.		0 20
Eggs, new laid, doz.		0 20
Lard, pure, 3s, per case		9 00
Lard, pure, 5s, per case		8 93
Bacon, smoked backs, per lb.		0 18½
Bacon, smoked bellies, per lb.		0 21
Canned Goods—		
Tomatoes, 3s, standard, case		2 55
Corn, 2s, standard, case		2 10
Peas, 2s, standard, case		2 10
Tomatoes, gals., case		2 00
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Lobster, ½s, per doz.		2 65
Salmon, finest sockeye, talls, 48xls, per case		10 00
Salmon, pink, talls, 48xls, per case		4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.		0 09½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 13
Pears, choice, 25s, per lb.		0 14

NEW BRUNSWICK MARKETS.

By Wire.

St. John, July 29.—New vegetables are coming in good quantities, and prices are lowering. Small fruit is still scarce. Strawberries are nearly ended, price being now 11c to 14c. Grocery market is generally quiet. Molasses are very firm and slightly higher at 47½c to 48c. Stocks are slight mostly, with little coming. Dealers look for even higher quotings. Rolled oats are tightening, but no change. Cream of tartar is a little easier at 52c to 55c. Local change is temporary, as supplies are scanty. Pure lard shows a slight decline to 12¾c and 13c. New cheese is plentiful at 15¾c to 16½c. Eggs and butter are in good supply, with prices unchanged.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 50	27 50
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 12¾	0 13
Cheese, new	0 15¼	0 16½
Flour and Cereals—		
Cornmeal, gran.		5 75
Cornmeal, ordinary		1 85
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		7 15
Rolled oats, per bbl.		7 50
Oatmeal, standard, per bbl.		8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box		4 50
Oranges, Val., case	4 00	5 50
Potatoes, bbl.	1 35	1 45
Strawberries	0 11	0 14
Sugar—		
Standard granulated		6 80
United Empire		6 70
Bright yellow		6 60
No. 1 yellow		6 30
Paris lumps		7 60
Lemons, Messina, box		
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 47½	0 48
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 08¾	0 09
Rice, per cwt.	4 25	4 50

SASKATCHEWAN MARKETS.

By Wire.

Regina, July 29.—A great deal of damage has been done throughout the province by hail, which visited the district on Thursday last. Reports are not complete, but the storm struck many points, in some instances many thousand dollars' damage being done. Most municipalities are covered by municipal hail insurance or insurance in private companies. Crops are progressing in splendid shape, weather conditions being favorable. The Regina Exhibition is in full swing this week, and business is looking up. Market situation is little changed. Dried peaches and apricots are lower; prunes and currants firmer; and dairy butter 1 cent lower.

Produce and Provisions—		
Butter, creamery, per lb.		0 26
Butter, dairy, No. 1		0 15
Cheese, per lb., large		0 16⅞
Eggs, new laids	0 12	0 15
Lard, 3's, per case		8 90
Lard, 5's, per case		8 85
Lard, 10's, per case		8 80
Lard, 20's, each		2 90
General—		
Beans, Ontario, per bushel		3 75
Coffee, whole roasted, Rio	0 17	0 17¼
Cream of tartar, lb.		0 45
Cocoanut, lb.		0 19
Cornmeal, bail		2 80
Apricots, per lb.		0 12
Evap. apples, 50's		0 08¾
Flour, 98's		3 50
Rolled oats, bail of 80 lbs.		2 93
Rice, per cwt.		3 90
Sugar, standard, gran., per cwt.		7 44
Sugar, yellow, per cwt.		7 04
Walnuts, shelled, 41c; almonds		0 41
Canned Goods—		
Apples, gals., case		1 39
Broken beans, 2's		2 55
Beans		2 [illegible]
Corn, standard, per 2 dozen		2 28
Peas, standard, per 2 dozen		2 28
Plums, Lombard	2 15	2 28
Peaches		3 23
Strawberries, $4.33; Strawberries		4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case		9 85
Sockeye, ½'s		12 35
Cohoes, 1's		6 00
Humpbacks, 1's		4 50
Fruits and Vegetables—		
Apples, fancy, box		2 25
Grapefruit, per crate		4 50
Sweet potatoes, per crate		4 50
Lemons		4 25
Oranges, Valencias	4 25	4 75
Pineapples, case		4 25
Potatoes		1 00
Potatoes, new		1 00
Celery		0 10
Preserving cherries		1 90
Watermelons		9 00
California Onions		0 03½
Dried Fruits—		
Currants, per lb.		0 09⅛
Prunes, 70-80, 25's, lb.		0 10½

The employees of the T. A. Lytle Co., Stirling Road, Toronto, held an enjoyable picnic on Saturday afternoon last at Hanlan's Point. There were a large number present and the afternoon was spent in games, races, etc., the prizes being donated by the firm.

The wholesale grocery trade of Toronto regretted very much to learn of the death this week of Edmond G. Williams, of Warren Bros., wholesale grocers, corner Queen and Portland Streets. Mr. Williams was one of the pioneer wholesalers in Toronto, being connected with Warren Bros. and Boomer years back. His death occurred at Hamilton, and his many friends in the trade deeply regret his demise, which came with more than the usual suddenness.

Early Canadian Peaches Arrive

Some Domestic Plums, Too, on Toronto Market—Raspberry Season Helped by Frequent Rains —Canadian Cob Corn Appears—Old Potatoes Practically Off Market—Declines In Many Vegetables.

MONTREAL.

FRUITS.—Blackberries are a new arrival on this market, coming in 11-qt. baskets, and selling for 75c. They are big berries, of good quality. Raspberries are the feature of the market, for which dealers are getting 15 to 16c per qt. More new apples continue to arrive, $2 being asked for bushel baskets, and 1.50 for 11-qt. baskets. Canadian yellow transparents are quoted at 40c basket. Canadian apples are being offered more and more freely, and Duchess and Astrigan should be here next week.

Late Valencias seem to be about the only oranges offering, although there are some navels on the market, but they do not keep very well. Bananas, for which there is a fair demand, are quoted at 2.00 and 2.25 large bunches. Blueberries went up this week to 16c per qt.; small baskets of 4 to 5 qts. are offered at 90c box. There is little demand for cocoanuts. Pineapples, of which there are only a few on the market, are high, 3.50 being asked per case. There are so many other fruits on the market, the demand is not heavy for pineapples, and few are arriving in consequence. Red currants are down to 65c per basket. New pears at 3.00-3.25 per box, are one of the features of the market—price high, being the first on the market.

Apples—		
New apples, basket	....	1 50
Bananas, crate	2 00	2 25
Blackberries, 11-qt. baskets	....	0 75
Blueberries, per qt.	0 15	0 16
Cocoanuts, sack	....	4 00
Grapefruits, case	....	4 00
Grapes, Belgium hotbouse, lb.	....	1 00
Gooseberries	....	0 10
Lemons—		
Messina, Verdelli, extra fancy, 300 size	3 25	3 50
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	4 50
Pineapples, 18-24 and 30-36	....	3 50
Peaches, box	....	1 40
Pears, new, box	3 00	3 25
Plums, box 4 baskets	1 75	2 00
Raspberries, qt.	0 15	0 16
Red currants, per basket, 11-qt.	....	0 65
Strawberries, per qt. cup	....	0 10
Cherries, 6-qt. baskets	0 40	0 50
Cherries, California, 11-qt. basket	0 80	0 90
Cantaloupes, box of 45	....	3 50
Apricots, box	....	1 75
Watermelons, each	0 40	0 50

VEGETABLES.—An important fact is that old potatoes are off the market altogether, and new potatoes are selling for 2.25-2.50 per bbl. for Americans, and 90c per bag for Canadians. The Canadians are better to eat, but are not so big. Montreal cabbages came in more plentifully and are down to 40-50c per doz. as a result. New carrots dropped to 25c per doz. bunches—a drop of 5c. Cauliflowers are down to 2.00 per doz., this being price for best; there are cheaper ones selling for 1.00-1.50. No crates of onions are offering, but there are enough of Canadian growth to supply the demand. Peas are being offered in small bags of 18-20 lbs. at 60c, and in large bags of 36 lbs. at $1.00. Radishes are stiffening, but the demand is light. Montreal tomatoes have arrived on this market, selling 2.25 per box of 30 lbs. Celery of Canadian production is also a new arrival on the market, offered 60-75c per doz.; poorer quality is selling for 40c per doz.

Beets, new, doz. bunches	....	0 50
Beans, wax, Montreal, per bag	....	1 25
Beans, green, Montreal, per bag	....	1 25
Cabbage, Montreal, per doz.	0 40	0 50
Carrots, new, doz.	....	0 30
Cauliflower, Canadian, doz.	....	2 00
Celery, Montreal, doz.,	0 40	0 75
Cucumbers, fancy, doz.	....	0 40
Head lettuce, doz.	....	0 25
Curly lettuce, 4 doz.	0 15	0 20
Mushrooms, 4 lbs., basket	....	2 50
Onions—		
Montreal, doz. bunches	....	1 00
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 15
Peas, sack	....	1 00
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, new, bag	0 80	0 90
American, new, bbl.	2 25	2 50
Radishes, doz.	....	0 10
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	....	0 40
Turnips, new, doz.	....	0 25
Tomatoes, Mississippi, crate, 4 baskets	....	1 10
Tomatoes, hothouse, lb.	....	0 15
Tomatoes, Montreal, box	....	2 25
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—Early plums and white flesh peaches from the Niagara district are now being sold on the local market. The grade on the market is good, and although the supply is somewhat limited at present, dealers anticipate that within two weeks the market will be well supplied.

A prominent Toronto dealer states that the Canadian raspberries, already on the market, are the best he has seen for several seasons. The present weather is assisting this fruit in size as well as the amount, and should it continue for another fortnight, the season should prove itself a splendid one for this particular berry.

Canadian cob corn for the first time this season was sold on the market Tuesday morning at 20c a dozen. The cob is rather small, but is nevertheless well filled. It was grown near Welland and another shipment is expected soon.

Imported blueberries, apricots and California cherries are now scarce on the local market owing to the fact that these can be purchased from Canadian growers. The general tone of the market is fair, the demand being good and the supply fairly plentiful.

Apples, new, imported	1 50	1 75
Apples, Delaware, bus.	....	1 50
Bananas, per bunch	1 50	1 90
Blueberries, box	0 12½	0 15
Blueberries, 11-qt. basket	1 25	1 50
Cocoanuts, sack	4 00	4 25
Cherries, Can., 11-qt. basket	0 50	0 60
Cherries, extra choice, black	0 85	0 90
Eating Cherries	....	1 50
Currants, red, box	0 04	0 05
Currants, black, 6-qt. basket	0 75	0 80
Cantaloupes, case	4 00	4 50
Cantaloupes, Can., 11 qt. basket	0 75	0 80
Gooseberries, small, 11-qt. basket	0 40	0 50
Gooseberries, large, 11-qt. basket	0 75	1 00
Grapefruit, Cuban, case	4 00	4 50
Grapes, Cal., case	3 75	4 00
Oranges—		
California Valencias	4 50	5 00
Lemons, new, Messina, box	4 00	4 50
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 50	2 75
Pears—		
California, Bartlett, box	....	3 00
Plums, box	1 25	1 75
Raspberries, box	0 12½	0 15
Strawberries, qt. box	0 05	0 09
Watermelon	0 40	0 60

VEGETABLES.—An all-round easier tendency is much in evidence on the local vegetable market this week. Beets, which for the past three weeks have been in great demand, are now selling slowly and as a result prices are steadily declining. As far as the potato market is concerned, Canadians this year's growth have practically the entire sale.

Canadian potatoes are little more than half the price they were last year at this season. They can readily be obtained for 60 cents per bushel as against $1.10 in 1914. The sale of old potatoes is almost nil owing to the low price and excellent grade of the new ones.

Canadian tomatoes are outclassing the

(Continued on page 39.)

Fish Trade Not Active

Hot Weather Doesn't Help The Demand—Few Price Changes—Strength in Halibut a Feature —Fair Call for Whitefish, Herring, Eel, etc.—U.S. and Norway Tariff Prospects Interesting.

MONTREAL.

FISH AND OYSTERS.—Supplies of all kinds are sufficient in a general way to answer wants, and trade is only fair, with a tendency to indifference. It is evident that fish as a food in summer has not yet taken a firm hold of the consumer. During the hot weather season, and when meat of all kinds is selling at high prices, there should be at least twice as much fish sold as there is. It is notable that fish has been sold all through the season very low, and has been in some cases and at certain times sold under cost of production. Although there has been improvement all over the country in the way of producing and marketing fish, the same cannot be said on the consumers' part, and the trade is anxious to locate the trouble, if trouble there is. When salmon is sold for 10c wholesale, haddock at 2¾c, halibut 9c, and the profit of the retailer is added, it is a food which is at least 20 per cent. cheaper than meat, and offers quite a variety. This week there is not much change in prices, and supplies, except for some lines of lake fish, are ample for demands. A few inquiries have been received regarding new crop of pickled herrings and pickled salmon, but as far as can be learned no sales have been made yet. Reports are current that cod fishing around the Gaspe Coast and Labrador is the best experienced for many years past. Lobsters are prohibited in many districts, and what are coming in now are pound lobsters, and for this reason are a little more costly. Oysters, clams, scollops, and shell fish generally, are very quiet.

TORONTO.

FISH AND OYSTERS.—Boneless fish on Toronto markets are proving a great scarcity. Bloaters are also sharing this distinction. Nevertheless an increase in prices is not predicted owing to the poor demand. The market for sea fish is quite slow while reports state that it is active in Montreal. This grade of fish, this season is not up to the standard and a price decrease seems probable. There is a constant demand for whitefish, eels, trout and herring, in fact, local buyers state that this grade greatly overshadows the salt fish.

According to a statement which appeared in Saturday's issue of the New York Journal of Commerce an increased tariff on salt fish may be put into effect about the middle of August between the United States and Norway. The article reads:

"The increased freight rate on salt fish which is expected to be put into effect between Norway and this country about the middle of August will probably be double the rate which is in use now, according to a report which was made yesterday.

"The price of Norway mackerel is expected to be very high this fall, partly as a result of this additional freight tariff and partly on account of the condition of the foreign market. Germany has purchased fairly heavy quantities and the Norway packers are demanding exhorbitant prices for their stocks. The cost of canning the fish has been greatly increased since the opening of the war last August, the price of tin and available labor having advanced to a marked extent."

The mackerel market in New York is very strong and an advance is expected about August 1, when it seems likely jobbers will commence buying.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	....
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.12
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.12-.13
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.12
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.09
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfisb, medium and small, 100 lb.	7 00	7 50
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cans, each	0 40	....
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11 —12	13 —14
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	7
Salmon, Western	15 —16	..
Salmon, Eastern	17 —18	18

FRESH LAKE FISH.		
Carp, lb.	0 07	....
Pike, lb.	0 07	0 07
Brook trout	0 23	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout, lb.	0 10	9—10
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lh.	0 35	0 45
Dore	.12—13	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulihees, lb.	.05½-.06	..
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 75—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

More Eggs From Western Canada

Toronto Gets Two Carloads—Butter Slightly Easier—Cheese Down Again—Hogs Are Easier in Price—Egg Quality Suffers From Heat—Clover Honey Advances.

MONTREAL.

PROVISIONS.—Conditions in this market are about the same as they were a week ago. Deliveries of hogs last week were not as large as for the week previous, and the tendency is for live hogs to get lower; but the demand for cured meats continues good, and prices are firm and steady. The lard situation remains the same.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	29 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12½
Tubs, 50 lbs. net	....	0 13¼
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 13
Pails, tin, 20 lbs. gross	....	0 13
Cases, 10 lbs., tins, 60 in case	....	0 13¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 14½
Bricks, 1 lb. each	....	0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—A weaker feeling developed in this market last week, and our quotations on finest creamery are down a cent per lb. Prices realized in the country last week were the lowest of the season, which fact makes the drop the most important feature of the produce market this week. There has been some inquiry from Vancouver for finest creamery and shipments made, but none from the middle west.

Butter—		
Finest creamery	....	0 29
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—A downward movement in prices was noticed last week in this market, so that our quotations on new make are down now to 16-17c and 17-18c on Stilton. As in the case of butter, prices paid at country boards were the lowest of the season with one exception. The lower prices proved attractive to English buyers, who bought extensively towards the latter end of the week.

Cheese—		
Old make	....	0 22
New make	0 16	0 17
Old specials, per lb.	....	0 [illegible]
Stilton	0 17	0 18

EGGS.—There are no changes in price this week, but there is a noticeable falling off in the quality of eggs received from the country during in the past week or two on account of the warm weather. Dealers are buying on the "loss off" basis, and would like to see farmers and storekeepers in the country take better care of their eggs at a season like this. The demand for eggs is good.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 17	0 18

POULTRY.—Wholesalers are finding it hard to get more than 15c for ducklings; there are not so many coming in, but the demand is very light, which accounts for the recent drop in price. The general demand for all kinds of poultry is light. Live broilers continue to arrive freely, and are still quoted at 19c. Prices all around remain about the same as a week ago.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 16	0 18
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	0 75	1 00
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	....	0 16
Turkeys	0 15	0 [illegible]
Ducks, old	....	0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 15	0 17
Broilers	0 19	0 21

HONEY.—It is rather early to talk about honey, and dealers think present prices are too high.

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending July 24, 1915....	13,811	87,633	13,588
Week ending July 25, 1914....	18,748	84,473	8,339

TORONTO.

PROVISIONS.—Local market reports on provisions for the week show no important changes. The prices of hogs, dressed and live are somewhat easier selling at $12.00 and $8.75 respectively. Backs, pea meal have advanced 1 cent on a steady demand. Bacon has also advanced slightly. Compound of lard shows an increase of ½ a cent.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 11	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	25 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 11¾	0 12½
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.	....	12 00
Live, per cwt., off cars	....	8 75

BUTTER.—With the exception of fresh made creamery prints which have declined one cent there is no change to report in this market. The demand for dairy butter remains good while the creamery market has eased off in sympathy with the Montreal markets. The supply of dairy butter is slightly easier owing to the fact that considerable amounts of cream are being sent to the cheese factories.

Butter—		
Creamery prints, fresh made	0 27	0 28
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Bakers', lb.	0 19	0 21

CHEESE.—Trade on the local market is about the same as that of last week. Old cheese is now a "has-been" in local houses. New cheese is down 1 cent. Traders report that the English markets are also lower as there has been no de-

mand from the war office for cheese of late.

New, large, per lb.	0 15	0 15½
New, twins, per lb.	0 15¼	0 15¾

EGGS.—Two car loads of eggs have arrived in Toronto from Western Canada this week. Purchasers claim that the quality of eggs generally is not as good as formerly as they bear signs of excessive heat. It is altogether likely that the egg market will be kept rather low. The egg supply continues to absorb steadily. Prospects of a good fall business are evident as English markets are slightly improving. On the local market specials have advanced 1 cent while the second grade of new laids have declined the same amount.

Eggs—		
Specials (in cartons) doz.	0 24	0 26
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY.—Business in the poultry trade continues quiet. There is a free supply of broilers weighing from one to three pounds. The demand for these is not as great as other years and prices will likely decrease. The duck market is fair. Old turkeys are not being sold on the market.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	16
Spring broilers	17—20	25—27
Turkeys	..—..	20—25
Ducklings	13—15	17—18

HONEY.—Comb honey is now off the local market. As the result of this strained clover honey has advanced ½ a cent. Buyers expect fresh honey within six weeks. The supply of buckwheat honey is limited and the new brand will not be on the market for a time.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 13

WINNIPEG.

PRODUCE AND PROVISIONS. — Cured meats are a little cheaper and now the trend of the market is downwards. The hog market both east and south is on the decline and local packers are not up against any very keen competition. A decline in lard is not improbable.

Hams—		
Light, per lb.		0 18
Medium, per lb.		0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.		0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light		0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.		22 00
Lard—		
Tierces		0 13½
Tubs		6 88
Pails		2 77
Cases, 5s		8 47
Cases		8 70

BUTTER.—Creamery butter is steady. Dairy butter is firm. The production is now at its maximum point and stocks are fairly heavy. Any changes in prices from now on will be upwards.

Creamery	0 26	0 27
Best dairy	0 19	0 21
Cooking	0 12	0 15

EGGS.—Eggs are still quite plentiful and cheap. Receipts from country retailers are heavy.

Eggs—		
Jobbers' prices		0 15

CHEESE.—Cheese is generally easier and declines are expected.

Cheese—		
Manitoba, new		0 15
Ontario, new		0 16¼
Old cheese	0 18	0 22

POULTRY.—The poultry trade is quiet.

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

FRUIT AND VEGETABLES.

(Continued from page 36.)

imported stock and consequently it is almost an impossibility to buy an American tomato on the local market. Canadian grown can now be purchased for $1.75 per 11-quart basket. There is a strong demand for Canadian green peas. The spinach season is practically ended.

Asparagus, Canadian, baskets		1 50
Beets, hamper, doz. bunches	0 20	0 30
Beans, wax, basket		0 40
Cabbage, new, crate	0 25	0 40
Cauliflower, hamper	1 50	1 75
Cabbage, crate		1 25
Carots, new	0 15	0 25
Celery, doz.	0 25	0 50
Cucumbers—		
Slicing, hothouse, basket	0 75	0 90
Canadian outdoor, basket	0 50	0 60
Egg plant, doz.		1 50
Mushrooms, 6 qt. basket	1 50	1 60
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
American	1 00	1 10
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Green peppers, basket		0 60
Green peas, Can.	0 25	0 35
Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, bag	0 60	0 65
Potatoes, Virginias, bbl.		2 50
Parsley, basket, 11-qt.	0 15	0 25
Radishes, doz.	0 10	0 15
Tomatoes, Canadian, 11-qt.		1 75
Tomatoes, Can. hothouse, lb.	0 14	0 16
Lettuce, leaf	0 15	0 20
Lettuce, Boston, head, small, doz.	0 50	0 60
Lettuce, Canadian, head, doz.	0 30	0 40

WINNIPEG.

FRUITS AND VEGETABLES.—Stone fruits are coming in fair quantities, but the rush is not yet. Watermelons and canteloupes are new lines but are as yet dear. Ontario cherries and gooseberries are popular lines.

Apples—		
Washington		2 50
Apricots		1 35
Bananas, lb.		0 05
Cherries, per box (10 lbs.)		2 00
Lemons, Cal., case	5 50	5 50
Oranges, Valencias		5 00
Peaches		1 50
Plums, case		1 50
Raspberries		3 00
Tomatoes, Florida		1 10
Watermelons, doz.		7 50
VEGETABLES.—		
Potatoes, car lots, bushel		0 60
Potatoes, small lots		0 80
Onions, Washington, sack		2 00
Onions, Australia, sack		3 00
Bermuda onions, crates		1 75

NOTHING DOING, OLD SPORT.

"I like this quaint little mountain village of yours, waiter. I suppose I can get plenty of oxygen here."

"No, sir; we've got local option."

ST. JOHN MERCHANTS HOLD PICNIC.

St. John, July 27.—(Special).—The first annual picnic held by the Retail Merchants' Association of St. John, N.B., on Thursday, July 22, proved an immense success, and probably will be made an annual feature. Upwards of 4,000 persons attended the picnic, which was held at Crystal Beach, about twelve miles up the St. John River. Two large river steamers, making hourly trips, provided adequate transportation, and the grounds were thronged with holiday-makers. Practically all the stores and wholesale houses and many of the factories and offices closed during the afternoon to give everyone an opportunity to attend. The chief speakers were Mayor Frink and Hon. Arthur Meighen, Solicitor-General of Canada, who delivered a fine recruiting speech. A recruiting officer and staff were on the grounds ready to reap the benefit of the speech and received several applications from recruits.

The refreshment department was run in the interests of the Red Cross Society, which will benefit to the extent of about $800. A long list of sports was run off, and valuable prizes, contributed by the merchants, were presented to the winners.

The Grocers' section of the association was especially active in promoting the picnic, and nearly all the leading grocers of the city assisted on one or other of the committees.

TO MANUFACTURE BOTTLE CAPS.

The Canadian Metal Cap and Sael Company, Limited, has been incorporated with Federal charter, to manufacture what is called the "Upressit Cap" to take the place of corks, stoppers, etc., and screw tops on fruit jars. The authorized capital is $600,000 divided into $250,000 seven per cent. cumulative preferred shares and $350,000 common shares. The provisional board of directors include Leslie H. Boyd, K.C., N. A. Manion, both of Montreal, and A. E. Foran of New York.

Curious Charley—"Do nuts grow on trees, father?"

Father—"They do, my son."

Curious Charley—"Then what tree does the doughnut grow on?"

Father—"The pan-try, my son."

SITUATION WANTED

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

Flour Market Remains Steady

Arrival of Quantities of New Ontario Wheat Would Have Depressing Effect on Winter Wheat Flour—Some Millers Report Revival in Domestic Demand—Feeds Are High—Rolled Oats Firm.

MONTREAL.

FLOUR.—A message received here from an Ontario miller states that "Ontario wheat is getting scarce, and it looks like higher prices before the new crop arrives." However, reports indicate that new Ontario wheat is already coming onto the market. The opinion is held here among dealers that last year's crop is going to be scarce before long. At present the market is steady, about the same as a week ago, but little selling going on. Somewhat similar conditions exist in the Manitoba market, but ready cash counts a whole lot. Business generally is still of hand-to-mouth kind, and millers' quotations are the same as for some time past—$7.10 first patents, $6.60 for second patents, and $6.40 for strong bakers'. Some Ontario millers have begun to offer new crop winter wheat for future delivery, but so far little interest has been shown by the trade.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	6 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 30	6 50
90 per cent. in wood	5 90	6 10
90 per cent.. in bags	2 75	2 85

CEREALS.—Rolled oats are quoted at $3 to the wholesalers, which is a pretty low price. At the same time, the oats market is up, and consequently rolled oats are firm. July and August are usually the slackest months of the year for rolled oats, and it has surprised millers exceedingly the way business has been coming in.

Cornmeal—	Per 98-lb. sack
Gold dust	2 45
Unbolted	2 50 / 2 15
Rolled Oats—	90's in jute
Small lots	3 25
25 bags or more	3 35 / 3 15
Packages, case	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 60
Rye flour, bag	3 20
Barley, pot	2 75

FEEDS.—There is an exceptionally good demand for all kinds of millfeeds, especially for bran and shorts, which are scarce at $26 and $28 respectively. Millers in Ontario have been making inquiries of dealers here as to chance of securing supplies. It appears that millers have too much flour on their hands for which there is little demand, and have not been grinding feeds. Wheat is too high, and flour is too low. Some millers continue to grind for feeds, accumulating more flour all the time, but there are only a few. Many are closed down for repairs, but the real reason is the heavy stock of flour on hand.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	28 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—During the week the flour market has shown no change in so far as quotations are concerned. Manufacturers of Manitoba wheat flour are finding domestic demand improving, due, no doubt, to the fact that dealers are getting short in supplies and are again in the market. The new Western Canada wheat will not be on the market until September, so that actual available wheat will not have much effect until then. In the meantime the wheat market may be termed a weather one—up one day and down the next as grain men view the situation.

New Ontario wheat has begun to arrive and it will no doubt have a more or less depressing effect on the winter wheat flour market. Prices should be lower.

Foreign demand is good, but on account of new U. S. flour being so cheap there is not much Canadian selling.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patests	7 20	7 30
Second patents	6 70	6 50
Strong bakers	6 50	6 40

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	6 00
90 per cent.	6 00	5 80
Straight roller	5 80	5 60
Blended flour	5 80	5 80

CEREALS.—Prices on rolled oats and oatmeal remain same as quoted last week; there is no indication at present of a change. The oat market is firm and if a move is made it would probably be in an upward direction. Despite the fact that the U.S. corn crop prospects are good, the corn market is firm, but cornmeal has not up to time of writing been affected.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 80	2 90
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

FEEDS.—Prices of feeds remain firm. This is caused no doubt by the fact that of late millers have not been doing as much manufacturing as usual and therefore were not turning out large quantities. Some Ontario millers have been inquiring for feeds in Quebec Province.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 50
Shorts	27 00	28 50
Middlings	30 00	32 00
Wheat moulee	....	30 00
Feed flour, per bag	1 85	1 90
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG.

FLOUR AND CEREALS.—This market shows no changes from a week ago.

Flour—		
Best patents, per bbl.	....	7 00
Bakers'	....	6 50
Clears	....	5 60
XXXX	....	4 50
Rolled oats, 80 lbs.	....	3 10
Cornmeal, 98 lbs.	....	2 25

T. Krolich succeeds H. Alperstein as grocer and confectioner in Winnipeg.

WOULD NOT DISCONTINUE.

MacLean Publishing Co.:

Dear Sirs,—We like the Canadian Grocer and do not want to discontinue it while we are in the grocery business, and we get some good points from its pages.

P. M. McMEEKIN.

Sault Ste. Marie, July, 1915.

Be Optimistic——

The crop outlook for the entire Dominion could not be better. Wheat and oats will be an exceptionally large yield. Harvesting will soon be in full swing.

As in former years our grain brokers will buy the choicest grains, to be used in the manufacture of our different products, such as:

TILLSON'S ROLLED OATS

A FOOD—NOT A FAD

TILLSON'S "SCOTCH" FINE CUT OATMEAL

TILLSON'S "SCOTCH" HEALTH BRAN

RAINBOW FLOUR FOR BREAD AND GOLD SEAL FLOUR FOR PASTRY

QUALITY—THEN PRICE
THAT'S TILLSON'S

We Solicit Export Business.



Write, wire or cable us for quotations. Prices always lowest consistent with the highest quality.

Canadian products made in Canada by Canadians.

Do your share.



Canadian Cereal & Flour Mills, Limited

TORONTO **CANADA**

All that advertising can do for a product

all that quality, purity and cleanliness in manufacture, these qualities are most successfully combined in

L'ETOILE
(Star)

and

Hirondelle
(Swallow)

made right here in Canada from the choicest of Manitoba Hard Wheat, in the most sanitary and scrupulously clean factory you could desire. Advertised extensively the country over.

Little wonder an extensive demand has been created for these quality brands. Why not make sure the folk in your locality know you can supply them by putting in an attractive display now?

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beaudemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs	4 50
King's Food, 2 doz to case, weight 95 lbs	5 50
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 5's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

Here Are Some Reasons Why You Should See Our Line of

Gold Standard CANNED FRUITS AND VEGETABLES

Before Placing Your Fall Canned Goods Order

1. Finest quality goods—solid pack.
2. Packed under our supervision.
3. Every can of Uniformly High Quality.
4. The Handsomest Label on the market and Quality behind it.
5. They bear our GOLD STANDARD LABEL—and that means our unqualified guarantee.

Our travellers have samples. Your mail orders receive the same courteous attention.

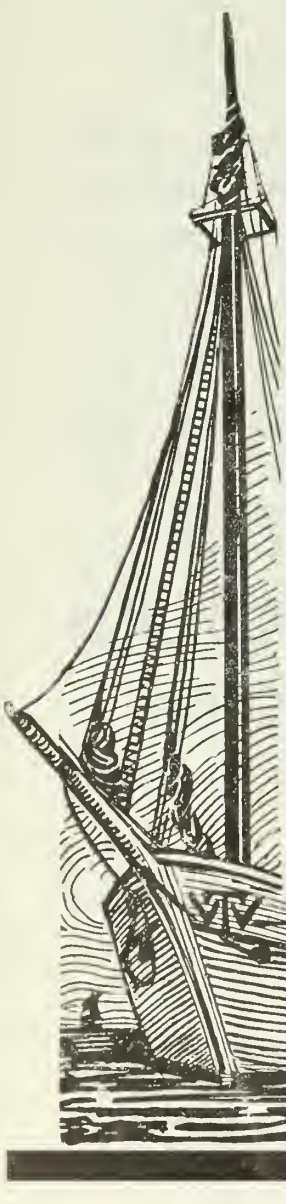
THE CODVILLE COMPANY, LIMITED

WINNIPEG BRANDON MOOSE JAW SASKATOON



Go After Summer Fish Sales Now

Heavy foods are being cast aside, for the time. Light, nourishing, appetizing sea foods find a strong appeal in every home.



Brunswick Brand Sea Foods

are being sought more and more because of their unquestioned quality and wholesomeness. Only the pick of the choicest fish are used for Brunswick Brand. Just a few hours after they are taken from the sea, they are prepared, packed and sealed, ready for your customers' table.

If you want bigger fish sales this summer; if you want heavy sales the year through, build them on the quality and wholesomeness of Brunswick Brand. Ask your wholesaler to supply you to-day.

CONNORS BROS., LTD.
BLACK'S HARBOR, N. B.

Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

e 10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors ... .20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. .....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s, B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$	1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....$	1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 00
Half gallons, each, retail each $18	14 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $15; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

California

Bartlett Pears, Peaches and Plums

Georgia Elberta Peaches
6 Basket Crates

California Cantaloupes

Watermelons, New Apples in Hampers

A full supply daily of local Fruits and Vegetables.

Heaviest receivers and largest Assortment.

Your orders solicited.

White & Co., Limited
TORONTO
Wholesalers of Fancy Fruits.

Are You Interested?

In Buying a Business?
In Selling a Business?
In Engaging a Clerk?
In Securing a Position?
In Securing a Partner?
In Disposing of Second - hand Fixtures?

Then you should use
Canadian Grocer's Classified Ad. Columns.

It should find for you among the progressive Grocers of Canada at least one individual who is on the lookout for just such a proposition that you have to offer.

CANADIAN GROCER reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, just the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men.

RATES:
(payable in advance)

2c per word, first insertion.
1c per word, subsequent insertions.
5c extra per insertion when replies are to be addressed c|o Canadian Grocer.

Canadian Grocer
143-153 University Ave., Toronto

Daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals. Big margin for the dealer.

¶ Only few hundred barrels Georgian Bay Apples left. Rush your order through —NOW.

Lemon Bros.
Owen Sound, Ont.

For Your Particular Customers Buy

"Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO



Our Creed

There is nothing *too good* for our customers.

Your patronage is appreciated and we hope to keep it by deserving it.

We believe it to be "good business" to sell quality goods.

We never consider a sale complete until the customer is entirely satisfied, and our money-back guarantee permits you to return, at any time, any "White Swan" goods that are not found exactly as represented, or which prove unsatisfactory in any way.

We know our goods and want none but satisfied customers.

White Swan Spices and Cereals, Limited

156 PEARL ST., TORONTO

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Palls 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savourense, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canlsters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying

KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited

ST. CATHARINES

Quality and Service

The combination most desired by the fruit trade. Large receipts of all varieties of small fruits and vegetables enable us to give you only the very best shipping stock. Let us demonstrate the above.

Raspberries, Montmorency Cherries and **Black Currants** will be the big lines this week. Don't wait any longer to get your trade supplied.

Peaches, Pears, Plums, Canteloupes are all very fine quality. Our prices are right.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

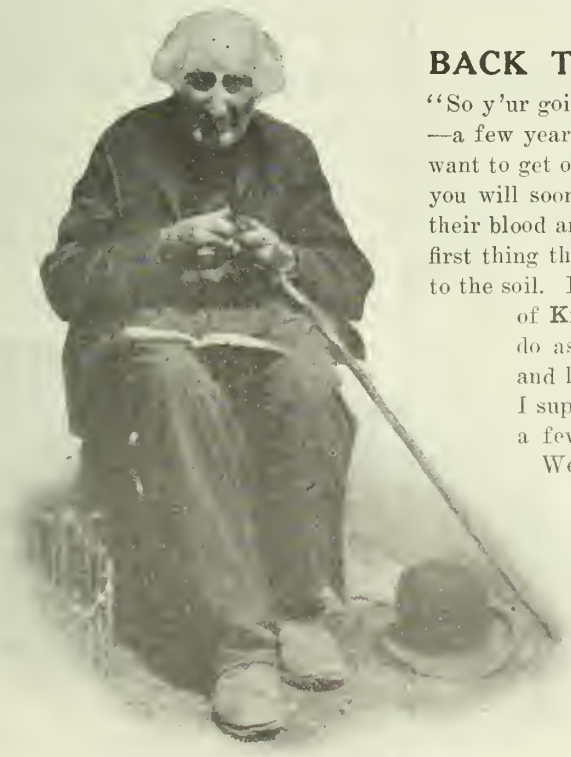
ESTABLISHED 1861

GUELPH and NORTH BAY

No. 8

Grandad Bell

(Canada's 105-year-old Pioneer)



BACK TO THE SOIL

"So y'ur going to spend y'ur holidays in the country, lad. What a difference—a few years ago you were glad to go to the city to have a holiday, now you want to get out of it for the same purpose. It's just the change, of course, but you will soon begin to see the city folk begin to get back to the soil—it's in their blood and once they get tired of the hustle and bustle of the city life, the first thing they think about is to get back to the quiet life of the farm—back to the soil. If I didn't have my little plot of ground to work and a good chew of **King George's Navy**, lad, I'd want to do as you're doing—get out of the city and live in the country.

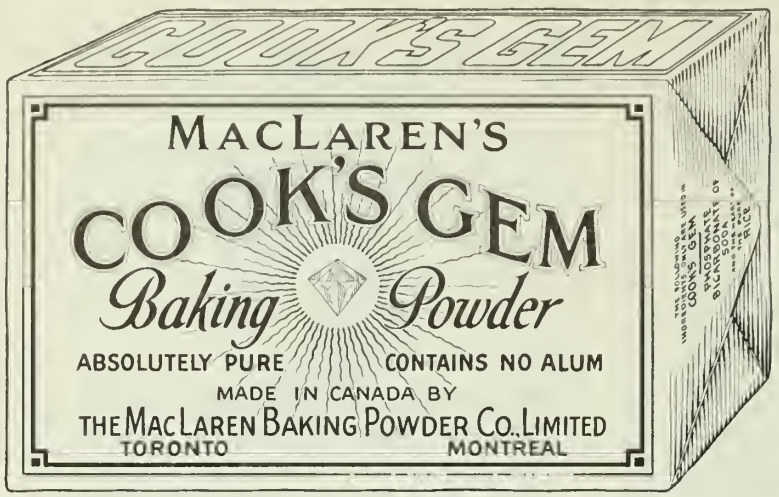
I suppose you'll take a box of cigars and a few plugs of **King George** with you? Well, so long, and have a good time."



Mr. Grocer—Don't forget the men who chew—remind them of **King George's Navy**—the tobacco with the flavor.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg



MADE IN CANADA

BY

THE MACLAREN BAKING POWDER CO., LIMITED

41-45 LOMBARD STREET, TORONTO

There is Always Room for a GOOD MAN!

Canadian Grocer's Condensed Ad. Column found him the job. This is what he says:

> *"Thanks for advertisement in the Grocer. I am now suited and am making a start on Monday. I may say your paper is a Champion Medium for Practical Grocers, not 'shopmen,' who are wanting a berth. Rest assured I shall boom the Grocer wherever I go."*

Are *you* wanting a job? Perhaps you have something for sale or are wanting a Clerk, a Salesman or a Manager? Among the readers of "Canadian Grocer" you will find just the man you are looking for to fill the bill.

FINE FLAVOR

for summer desserts

MAPLEINE

is dainty and delicious in ices, puddings, pies.

Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.



OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
WELLINGTON ST. LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg

---

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



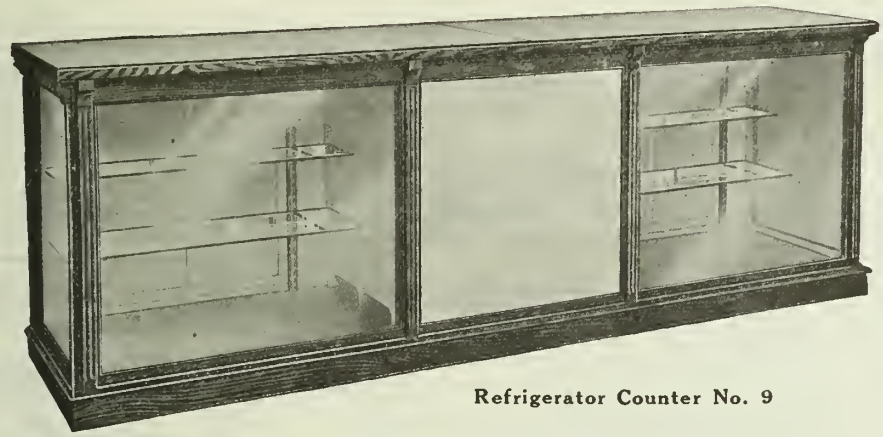
For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

Install this Refrigerator Counter



Refrigerator Counter No. 9

Will keep your perishable goods in good condition before your customers, and will sell the goods itself.

Stock sizes, 9 ft. and 11 ft.

PRICES:

	9 ft.	11 ft.
Oak Top	$130.00	$160.00
Glass Top	135.00	165.00
Marble Top	145.00	175.00

Stock on hand for prompt shipment

The Walker Bin & Store Fixture Co., Limited

BERLIN ONTARIO

WESTERN AGENCIES:

VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg. SASKATOON:—North West Specialty Company.
EDMONTON:—Edmonton Specialties Company, 113 Howard Ave. WINNIPEG:—Watson & Truesdale, 120 Lombard St.

EASTERN AGENCIES:

OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St. MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.
ST. JOHN, N.B.—R. R. Rankine, 110 Carmarthen St.

WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
Kelway Langport England
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES.
WRITE TO-DAY

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston. Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

FOR SALE — GROCER'S SET "ONKEN Younits" window display outfit. Oak. Make variety window trims. Cost $40. Price (delivered), $20. T. A. Shanks, 1281 Fairfield Road, Victoria, B.C.

WANTED

WANTED — SECOND-HAND COMPOSITE Can Closing Machine, for closing spice cans. Write to Box 102, Canadian Grocer, Toronto.

SITUATION WANTED AS GENERAL STORE or grocery clerk by young Scotchman having Canadian experience. In small town or village preferred. Apply Box 103, Canadian Grocer.

TRAVELLER WITH A1 CONNECTION, EAST of Toronto to Halifax, with wholesale grocery trade, open for immediate engagement. Best of references given and required. Address Box 105, Canadian Grocer, Montreal.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers in the country. Exceptional opportunity for high-grade men with real selling ability. For particulars, write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

SPECIAL NOTICE—RESPONSIBLE AGENTS are wanted in every town of Ontario, for the sale of our effervescent Radium water, a natural mineral water of Montreal, superior to all imported waters. Liberal terms, samples on demand. Apply: Viauville Mineral Springs, Notre Dame and 1st Avenue, Viauville, Montreal.

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one Limited. Office and factory, 29 Alice Street, an excellent combination — employees' time card. For small firms we recommend this as register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogne. International Time Recording Company of Canada, Toronto.

RASPBERRIES
Cuthbert (Canning)
DIRECT FROM THE FARM
Write for prices
W. F. GIBSON, Vineland Sta.
Phone 5 R 5, Jordan Sta.

FOR SALE
Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.
Mann, Laurie & Co.
Phone 1577. London, Ont.

Books You Ought to Have

Grocer's Encyclopedia

It is impossible in the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selling and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed on fine calendered paper and strongly bound in heavy buckram.

Price only $10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion and Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - $2.00
Special Western Edition - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough manner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canned Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-hand for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

Send Us Your Letter Head and Get a Free Pint Bottle of Our

Vichy Lemonade

"La Savoureuse"

brand

There is no better thirst-quencher on the market to-day.

Because

it is absolutely harmless to the organs of the body.

Being natural, sparkling Vichy water from the Bassin de Vichy, and fresh lemon juice and pure cane sugar, it has all the properties of Vichy water with a *sweeter taste.*

We thought it was so good that we decided to offer no other drink to our patrons who visit us during these hot days. Our decision was right. They all enjoy this excellent thirst-quencher. They admit it! Why shouldn't they? They are experienced business men just like you, who know a good beverage when they taste it.

What we want is to convince *you* that "LA SAVOUREUSE" Vichy Lemonade is the best summer drink on the market.

That can *only* be done by letting you taste it.

So, get that bottle to-day; with our compliments.

This offer is good until the 15th of August.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul Street West, MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 50
American Can Company 4
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Borden Milk Co. 3

C

Catelli & Co. 42
Canadian Cereal & Flour Mills Co. 41
Canada Starch Co. 18
Canada Sugar Refining Co. Inside Back Cover
Carr & Co. 8
Codville Company 43
Coles Mfg. Co. 3
Computing Cheese Cutter Co.. 8
Comte & Cie 52
Connors Bros. 44
Continental Bag & Paper Co. 9
Crescent Mfg. Co. 50
Clark, Ltd., W. 7
Classified Condensed Ads. ... 52

D

Dominion Canners 5
Dominion Salt Co. 4

E

Eckardt, H. P., & Co..... 47
Escott & Co., W. H. 16
Estabrooks Co., T. H. 15
Eureka Refrigerator Co. 17

F

Fairbanks Co., N. K. .... Inside Front Cover
Fearman, F. W., Co. 48
Forbes & Nadeau 12
Freeman Co.. W. A. 8
Furnivall-New 4

G

Gibson, W. T. 52

H

Hargreaves (Canada), Ltd... 9

I

Irish Grocer 52
Imperial Extract Co. 11

K

Kelway & Sons 52

L

Lake of the Woods Milling Co. .... Back Cover
Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited ... 54
Leeuw, Henri de 16
Lemon Bros. 45
Lindners, Limited 6

M

MacLaren Baking Powder Co. 50
MacNab, T. A., & Co. 16
Magor, Son & Co. 18
Malcolm's Condensing Co.... 43
Mann, Laurie & Co. 52
McAuley, W. J. 16
McCabe, J. J. 45
Measam, George E. 16
Millman, W. H., Sons 16

N

Neal London Bread Co. 10
Niagara Fruit Growers 13

O

Oakey & Sons, John 50

P

Patrick & Co.. W. G. 16
Pennock, H. P.. Co.. Ltd.... 16
Pinkham, J. W. 8
Pure Gold Mfg. Co. 55

R

Robin Hood Milling Co. .... Front Cover
Robinson & Co., O. E. 52
Rock City Tobacco Co. 49

S

Salada 17
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 11
Stirling & Young 16
St. Lawrence Sugar Refining 13

T

Tippet & Co., A. P. 2
Todhunter, Mitchell Co. 55
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited ..... Inside front cover

U

Upton Co., T. 49

W

Wagstaffe, Limited 14
Walker, Hugh, & Son 49
Walker Bin & Store Fixture Co. 51
Watson & Truesdale 16
Wellington Mills 50
White & Co. 45
White, Cottell & Co. ..... Inside back cover
White Swan Co. 46
Wiley, Frank H. 16
Woods & Co., Walter 45
Woodruff & Edwards 13

Delicious Summer Desserts

are made from

PURE GOLD QUICK PUDDINGS

Custard
Chocolate
Tapioca



You can strongly recommend these Puddings as they are long past the experimental stage, and are used in thousands of homes all over Canada.

On receipt of a post card we will cheerfully mail a package to any grocer who would like to try it at home.

PURE GOLD MFG. CO.
LIMITED
TORONTO

A Straight Talk from the Manager



He's Gone a Fishin'

You won't see him this week, and the week after you may be wondering why he hasn't been around. If he didn't take two weeks off every summer you wouldn't know how much you miss his smiling face and glad hand, nor realize just how convenient an institution is our mutual friend the grocery traveler.

No man works harder or has to put up with more deprivations in the matter of personal comfort than the traveling salesman during fifty weeks of the year. During the next two weeks he will have a chance to get acquainted with his family, bathe the twins, mend the chicken coop, paint the back stoop, clean out the cellar, cut the lawn and eradicate the dandelions. If he is tractable he may even be permitted to plane a sliver off the pantry door, put a few shingles on a leaky back kitchen and re-wire the door bell. If time hangs heavily on his hands with this program he can always employ it usefully fitting up a set of window boxes.

That's what his wife expected. As a matter of fact, he's gone fishing and we all wish him luck.

In the meantime Canadian Grocer is holding down the job for him. Take a look through our sample case of advertisements and the chances are 10 to 1 you will find offered just what you want for your August trade.

THE MANAGER.

For preserving, too, she prefers

Redpath

EXTRA GRANULATED **SUGAR**

because she has always found it the best. It is good business policy to suit her preference.

Canada Sugar Refining Co., Limited, Montreal



White-Cottell's

PURE MALT VINEGAR

CAMBERWELL, LONDON, ENG.

THE . . . . PERFECT PICKLING VINEGAR

¶ Keeps its colour.

¶ Fully up to strength.

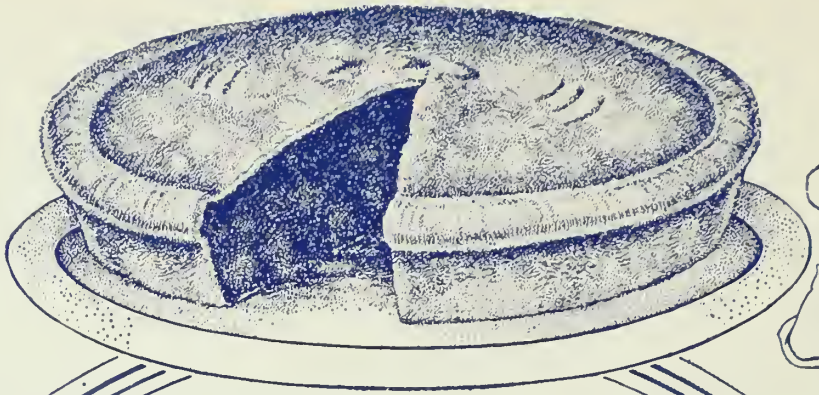
¶ Makes the Pickles nicely crisp.

¶ Retains its keeping qualities.

¶ Imparts the genuine Malt flavour and aroma.

CANADIAN AGENTS:

Nelson, Shakespeare & Watkins, Limited, Vancouver, B.C.
Ruttan, Alderson & Lound, Limited - Winnipeg
L. A. Gastonquay, 60 Bedford Row - - Halifax, N.S.







To Pry Open New Profits

The wedge of pie shown here is most excellent. Show us the woman who makes poor pies and you show us a poor consumer of flour. Her bag or barrel lasts longer than the successful pastry maker's. As a customer she does not increase your turnover as does the triumphant user of

FIVE ROSES FLOUR

NOT BLEACHED—NOT BLENDED

Pies and pastries are a luxury that FIVE ROSES has made a necessity in almost a million homes. A wedge from a FIVE ROSES pie opens up new profit opportunities to the wide-awake retailer. The best way to increase profits is to sell a flour that *automatically* increases your turnover—a flour that rouses every baking instinct in the ambitious housewife.

The FIVE ROSES habit is the consumer's happy march from one baking success to the next—bread, and cakes, and pastry. The index in the FIVE ROSES Cook Book gives all the delightful details. The flour that coaxes the *first-time* customer and compels the *repeat,* isn't that the flour for YOU to sell?

Ask your jobber or write our nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED

MONTREAL — *"The House of Character"* — WINNIPEG

Toronto, Ottawa, London,
St.John,N.B., Quebec, Sudbury,
Keewatin, Calgary, Vancouver,
Fort William, Medicine Hat,
Portage La Prairie

Daily Capacity 13,600 bbls.







IES and Pastries — over 40 different kinds of Pie — think of it, ye pantry pirates. And all the toothsome directions for pastry baking and crust making. That's why the famous FIVE ROSES Cook Book is the kitchen bible of almost 200,000 Made-in-Canada housewives. Daily the FIVE ROSES Advertising Department is mailing out hundreds of these 144-page baking manuals, in order that every single user may learn to use a perfect product to the best advantage. Thereby we hope to increase the turnover of every retailer who has "seen the light."

"ARE WE DOWN-HEARTED?—CERTAINLY NOT" NUMBER

CANADIAN GROCER

Vol. XXX Only Weekly Grocery Paper Published in Canada No. 31

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE TORONTO, AUGUST 6, 1915

AUG. FOURTH 1914

AUG. FOURTH 1915

St. Lawrence Sugar

has stood the test in peace and war

St. Lawrence Sugar

(Canada's Finest Sugar Refinery)

St. Lawrence Sugar Refineries, Limited

MONTREAL

(Canadian Firm, Canadian Capital)

AUG. FOURTH 1914

AUG. FOURTH 1915

That good old winter smoke

when dad drops into his cosy arm-chair and sticks his feet up on a high level, is made a pleasant reality when the good old pipe is filled with **T and B Myrtle Cut.**

Have you catered to the family man's tobacco needs by suggesting that the good housewife keep "Father's" tobacco jar filled for him?

This trade is worth while—go after it.

Order "Myrtle Cut" from your Wholesaler.

Tuckett Limited
HAMILTON, ONT.



The Original Coal Tar Soap Recommended by the Medical Profession

WRIGHT'S COAL TAR SOAP

The Soap which has received the highest commendation from the British Medical Press for the last 50 years.

WRIGHT'S COAL TAR SOAP

Do not confuse "Wright's" with black tarry soaps. Wright's Coal Tar Soap is a delightful saffron-colored product.

WRIGHT'S COAL TAR SOAP

Stimulates and cleanses the skin—safeguards the health against infection. Unsurpassed as a

NURSERY AND TOILET SOAP

Manufactured by

WRIGHT, LAYMAN & UMNEY, LIMITED, LONDON, ENGLAND

Canadian Agents

HAROLD F. RITCHIE & CO., LIMITED, 10-12-14 McCaul St., TORONTO

We have never heard of a grocer who regretted handling

Chase & Sanborn's Coffee

But we have heard of a good many who regretted not handling them sooner.

Chase & Sanborn, - Montreal

HIGH-GRADE COFFEES.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

Recognized Official Agents in the following cities:—Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 10 Vaudreu l St., Montreal

Cleave's

CELEBRATED

DEVONSHIRE CREAM

Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive 5 cent lines.

AGENTS:

MONTREAL—F. Davy & Co., 6 St. Sacrament St.
TORONTO Mason's Ltd., 25 Melinda St.
WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED

CREDITON, DEVON, ENGLAND

Judge "Le Calice" by what it has done



By the immense popularity this quality soap has met with in every locality—

By the willing hold it has on new and regular trade—

By the praise it brings from even the hard-to-please—

By the confidence you can have in continued steady business—

Judge Le Calice Castile Soap by what it has done for others and what it can easily accomplish for you.

Shouldn't Le Calice have a prominent place in your stock? Get your jobber to ship you Le Calice to-day.

AGENTS:

Martin & Robinson
Vancouver

Arthur P. Tippet & Co.
Montreal

Tees & Persse
Winnipeg



Quality that Builds Steady Trade

The standing you hold with your customers is no firmer nor certain than the quality of the goods you sell them.

The quality and convenience of Borden Milk Products (either the Milk, Cream, Coffee or Cocoa) produces a friendly feeling between you and your trade conducive to good buying and bigger profits.

The very nature of the present season, with its picnics, camping parties and outing trips makes it well worth your while to exercise every effort to secure the extra sales such a season produces.

Get up an attractive, impressive display of Borden Milk Products to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.



Raisins— the SUN-KIST Kind

Your customers will use more raisins if they can get the SUN-KIST Kind.

There's no use ignoring the fact, good raisins will sell like hot cakes and build up trade—poor raisins will drive customers away.

SUN-KIST Raisins have an individuality of their own—not only in *the way they sell* but in the satisfaction they give.

The SUN-KIST Kind are the best of Fresno County's raisins. Packed by people who own the SUN-KIST Brand and control and guard its quality.

They are not packed or controlled by any association or combination of growers or packers.

SUN-KIST Raisins—whether *seeded or seedless*—will make friends and customers—

They are the kind you want.

Packed—and backed—by 50 years' experience.

Wholesale Distributers In Every Territory—Ask Them

PLACE YOUR FALL ORDER NOW

SUN-KIST Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store

Every Grocery List Should End Up With a Package of Dr. Cassell's Tablets



In nearly every home in Canada there is a case of "nerves" which could be corrected by the timely use of Dr. Cassell's Tablets. You get nine chances to the druggist's one to sell them to your customers, so why not cash-in on your advantage by keeping a natty display on a counter or show-case, and by calling attention to the efficiency of this famous and proven "Old English Remedy"?

We're spending $60,000 in consumer advertising to help the dealers of Canada to create a demand and to reap the splendid profit of 50% on a big annual turnover. Now is your time to go after this business.

Send trial order.

Dr. Cassell's Medicine Co., Limited
MANCHESTER, ENG.

Agents for Canada: Harold F. Ritchie Co., Limited
10-14 McCaul St. Toronto



I SAY!

The Same Terms for all Retailers

There are no "cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—and they buy only through the jobbers.

The price and the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE Salts. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable, one-price brands like

"WINDSOR" AND "REGAL" SALT

The Canadian Salt Co., Limited, Windsor, Ont.

Tell your wholesaler you must have

DA COSTA & CO.'S
EXTRA FANCY BARBADOS
MOLASSES

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

INSIST UPON HAVING DA COSTA'S

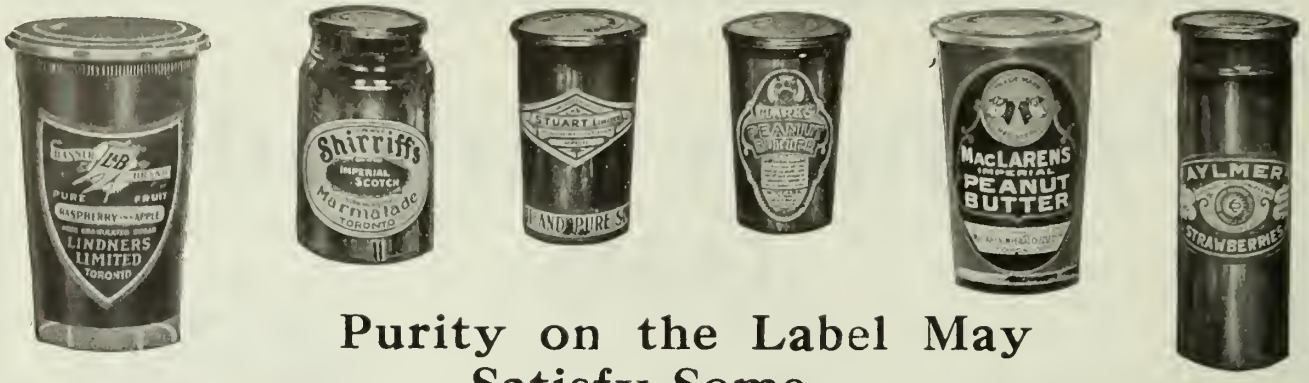
"Aylmer Brand" JAMS

Get the trade every time. They bring to your customers only the choicest of Canada's best fruits fresh from the orchards. And this quality, this freshness and fine flavor is improved rather than lost with the "Aylmer" method of preserving. Now is the time to stock up BIG, especially when camping, outing and picnic parties are on the lookout for just such delicious preserves as "Aylmer Brand." If you want to thoroughly satisfy your customers and get a grip on the big summer trade, ask your jobber to stock you with "Aylmer Brand" at once.

Dominion Canners, Limited

HAMILTON, ONTARIO





Purity on the Label May Satisfy Some—

Purity in appearance may attract many others. But Purity that proves itself after the purchase is made is the only kind that gives positive assurance of steadily increasing sales.

The presence of Anchor Caps, with their absolutely air-tight seals, not only carries the conviction of absolute purity of the goods, but secures the natural goodness and original flavor the manufacturer put into them in making. Anchor Caps help you sell more bottled goods more easily, and give the assurance of continued good sales.

Your jobber can get Anchor Caps for you on any goods you are handling or would like to handle. Insist to-day upon having them.

Anchor Cap & Closure Corporation of Canada
LIMITED
Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA

Royal Salad Dressing

Business is good with us.
It should be good with you.
Talk good times. Think good times.

Talk Royal Salad Dressing. Sell Royal Salad Dressing.

Made in Canada for Canadian trade.

THE HORTON-CATO MFG. CO.,

WINDSOR, ONT.

CLARK'S

MADE-IN-CANADA PURE FOODS ARE YOUR BEST SELLERS















W. CLARK, LIMITED, MONTREAL

The
"NUGGET" BROOM

Fills a Long-Felt Want

because it is a good light broom.

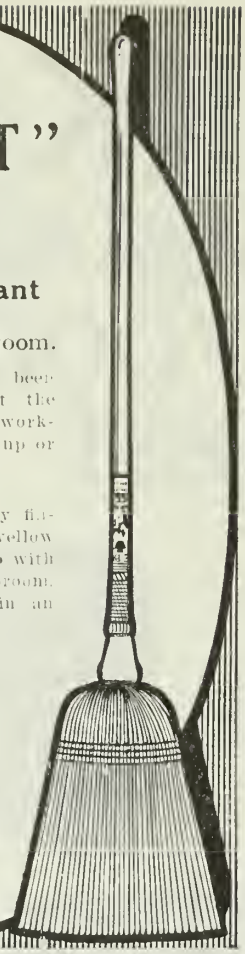
Heretofore light brooms have only been made in the cheaper grades, but the "NUGGET" is of the best corn and workmanship and guaranteed not to turn up or fall out in use.

Then, too, consider the handsomely finished, golden-yellow handle, with yellow velvet trimmings—you may not sweep with the handle but it helps to sell the broom. Each broom is trade-marked and in an individual wrapper.

For prices, etc., write

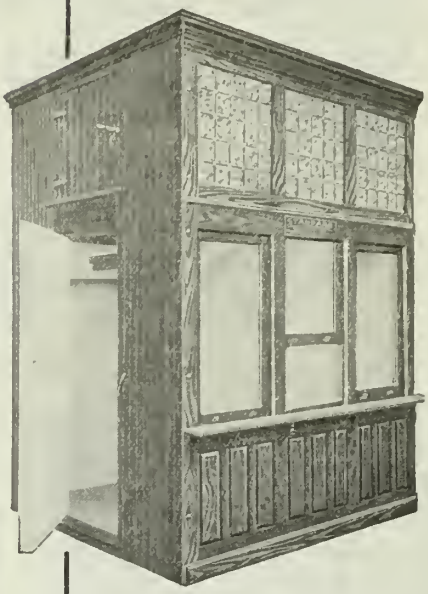
Stevens - Hepner Company, Limited
Port Elgin, - Ontario

The "Nugget" broom is only one of the famous Keystone Brand Brooms and Brushes.



Freeman's Improved Standard

Cold Dry Air **Refrigerator**



MADE IN CANADA
for

Butchers
Grocers
Creameries
Householders
Restaurants
Hospitals
and all
Institutions

—

SATISFACTION GUARANTEED
Send for Catalogue, Price List and Discounts

The W. A. Freeman Co., Limited
Hamilton **Ontario**

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H. J. HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

You can sell

OCEAN BLUE to a customer a second time —she wants it always after trying it once.

A first sale is a string tied to future business —profitable business too!

That is why to-day's sales of

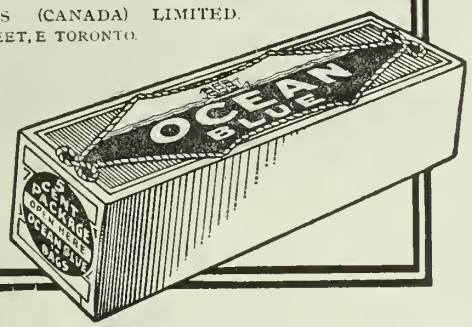
OCEAN BLUE

are larger than ever.

Order from your Wholesaler.

HARGREAVES (CANADA) LIMITED
33 FRONT STREET, E TORONTO.

Western Agents: For Man., Sask. & Alta. Nicholson & Bain Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117 Arcade Buildings Vancouver, B.C.



"SOVEREIGN" SALMON



FINEST BRITISH COLUMBIA SOCKEYE

QUALITY IS OUR FIRST CONSIDERATION

PACKED BY
THE ANGLO BRITISH COLUMBIA PACKING CO. LIMITED
VANCOUVER, B.C.

Indian Chief Brand CLAMS



Canned the same day they are taken from the clam beds.

Sell your customer a can and advise her to make a

CLAM CHOWDER.

It can be prepared in a few minutes and is really delicious.

Your Jobber will Supply You

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT

Manufacturers LIMITED

MONTREAL

How a Toronto Singer Escaped from Germany

"English Colonials to be Interned"

When Lissant Beardmore, Toronto, grand opera singer, saw that notice tucked away in an obscure corner of a German newspaper, which he was reading in his home in Berlin, he decided to break the surveillance under which he had been kept since the outbreak of the war and get out of Germany.

It was toward the end of January, and the grip of Winter was on the land. Nevertheless, he started out on a dash for freedom towards the Swiss frontier. His travels through the snow-bound, official-ridden country occupied seven days, and took him first over the Austrian frontier and then into Switzerland. How he evaded the sentries, how he was captured once and lodged in an hotel, from which he escaped disguised as a peasant, makes a story of thrilling interest. Mr. Beardmore tells it himself in the August issue of

MacLean's Magazine

The story has a double interest, as it gives an insight into conditions in Germany.

You can get this story in

AUGUST MACLEAN'S

TWO DOLLARS A YEAR

The MacLean Publishing Company, Limited
143-153 UNIVERSITY AVENUE - TORONTO, ONTARIO

The Grand Prize

AT THE
PANAMA-PACIFIC EXPOSITION San Francisco 1915



Registered Trade-Mark

HAS BEEN AWARDED TO

Walter Baker & Co.,Limited

for the superiority and excellence of their

Cocoa and Chocolate Preparations

55 Highest Awards at the Leading Fairs and Expositions in Europe and America.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

The effect of the

Great Conflict

upon business and investment values has been far-reaching. The business man and the investor has never been in greater need of accurate knowledge of conditions — and of the best possible business and financial counsel.

THE FINANCIAL POST *of* CANADA

through its unexcelled sources of information, and its exact analyses and forecasts, supplemented by its by-mail

INFORMATION BUREAU

which deals with financial or business problems, furnishes a service of unsurpassed value.

Annual Subscription $3.00 the Year.
Write for a Sample Copy.

THE FINANCIAL POST *of* CANADA

143-153 University Avenue
TORONTO CANADA

More Than Ever in a Class by Itself

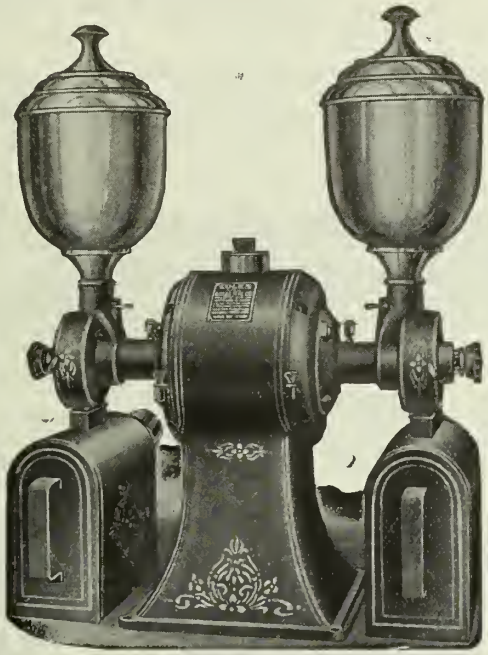
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Purity TABLE SALT



Put up in either Sanitary cotton bags or in our handy, free-running **Sanitary Packages**, which keeps the contents clean and dry and makes Shaker filling an easy operation.

Purity Salt is made in Canada's most modern vacuum salt manufacturing plant by expert workmen.

Show it in the new packages. Display them in your window.



The WESTERN SALT CO. LIMITED

COURTRIGHT, ONT



A harvest time trim for E.D.S. Grape Juice

You know the value of the association of ideas. Well here is a simple, practical, yet effective demonstration worked out into a window trim.

Canada is all flushed up over her crop prospects, which is now known to be good.

Why not get a sheaf of golden, ripe wheat and stand it in the centre of your window, around it arrange a display of Made-in-Canada cereals, holiday requisites, etc., and right in the centre front make a nice arrangement of E.D.S. Grape Juice bottles with a show card worded like this:



Drink to Canada's Harvest with Canada's Native beverage, E.D.S. Grape Juice.

Order your August Supply.

E. D. Smith & Son, Limited

WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656
House 'Phone No. 1807

Travellers' Holidays
1st-14th August

We thank you for business kindly sent to us this week and appreciate your continued support.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

His wife makes such good coffee

She uses Symington's Coffee Essence—her grocer introduced this quick and easy way of making delicious coffee to her. He sells the regular supply to this home, as well as hundreds of others. The customers like it and he makes a good profit.
You can get it from your wholesaler.



SYMINGTON'S
Reg'd Trade Mark
COFFEE ESSENCE



Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

THOS. SYMINGTON & CO., Edinburgh and London



Sanitary Cans

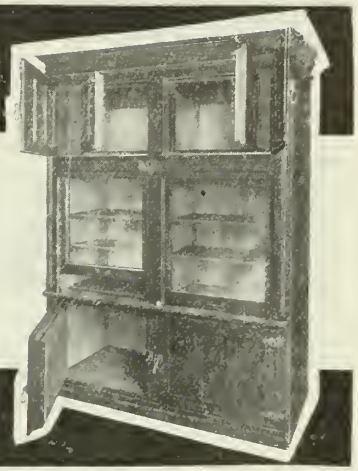
"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO



BARE FACTS ABOUT THE **ARCTIC**



Examine the Details

of this famous Canadian-made refrigerator, note the liberal circulation of air, note the dry coldness of the air, which prevents deterioration of the most perishable produce. Then figure how much you'll save in a year on your investment. Write for catalog and prices of various styles.

John Hillock & Co., Limited,
TORONTO

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

The **Lawtonberry** season in the Niagara District is about over. A few excellent **Plums**—Washington, Gage, etc., can now be had. Some good early **Peaches** are ready. Housekeepers should watch for coming important Niagara District Fruit Bulletins.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

WAGSTAFFE'S

Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
of the concern of 1,500,000 lbs.
of Strawberry Jam alone

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

TEA

We are frequently told by elderly people of the days of the Crimean War when tea went to considerably over one dollar a pound. The Greatest War in history has now been raging over one year and we are still quoting certain grades of tea at 10 cents per pound. Is this not a glorious tribute to efficient work done by the British Navy?

The Tea Trade certainly has no reason to be down-hearted.

John Duncan & Co.

Established 1866 MONTREAL

IN THESE TIMES OF STRESS

MAKE THE DOLLARS WORK AT HOME

Every dollar that you send out of the West for merchandise similar to that manufactured in the West, lessens OUR working capital.

Gold Standard

FOOD PRODUCTS

Coffees, Spices, Herbs, Baking Powder, Extracts, Jelly Powder, Icings, Salad Dressings, Teas, Etc.

"WESTERN-MADE-FOR-WESTERN-TRADE" enables you to carry BETTER merchandise and a smaller stock, thereby increasing YOUR working Capital. Our large modern plant, equipped with every labor-saving device, can supply your wants Quickly, Economically and Satisfactorily.

THE CODVILLE COMPANY, LIMITED

Wholesale Grocers and Manufacturers

WINNIPEG BRANDON MOOSE JAW SASKATOON

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Choice, faced peaches, 25's, on spot at a very low price.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU



TEA DOLLARS

Like many other grocers, you may honestly believe you are making as much out of the tea part of your business as you deem is possible. But we have many grocers, too, on our books who once thought the same, but who have more than doubled their tea business since they made Red Rose Tea their leader. We would like to print particulars of these successes, but space forbids. If you are anxious to make more tea dollars—Red Rose Tea dollars—just try making Red Rose Tea **your** leader.

The T. H. Estabrooks Co., Limited, TORONTO

St. John Montreal Winnipeg Calgary

The Acme of Quality



The name "Waddell" stands for all that is best in

PURE Jams and Jellies FRUIT

Steadily but all the more surely is the WADDELL line winning its way into Dominion-wide favor simply and solely on the merit of its "better" quality, full, rich, and natural flavor. Each week sees a continually increasing number of housewives turning their request into **a demand** for WADDELL'S, for well have they come to recognize that with the Waddell label they get the Acme of Quality Jams and Jellies.

Suppose you give our line a try out? Depend upon it your customers **will have** Waddell's, and the profits might just as well go into your pocket as your competitor's. We can put forward no stronger evidence of our line's growing popularity than the fact that urgent repeat orders from Dealers—not only in one Province, but from all over the Dominion—are being received by 'most every mail.

Besides, your customers get more for their money, for WADDELL'S are packed in the bigger tumblers.

Fall line now on the market. Get in touch with your wholesaler to-day, or write direct to

The Waddell Preserving Company

SARNIA, ONTARIO



BANNER L&B BRAND

BANNER L&B BRAND

"Banner" Brand
Jams, Jellies, Marmalades

Banner Brand Jams have stood the value test of Canada's economy year

and have come out more popular than ever with the masses of people who buy for the sake of value.

Value in "Banner Brand" Jams is infinitely more than low price. It combines pure fruit quality with a price that meets the popular demand.

Go in this season for this fast selling line of Jams—get the trade of the masses, the trade that pays, by carrying a full line of Lindners' "Banner Brand" Jams.

They stood the test of value during the past year when economy was the key note of the entire grocery trade —trust them to uphold and beat their record for 1916.

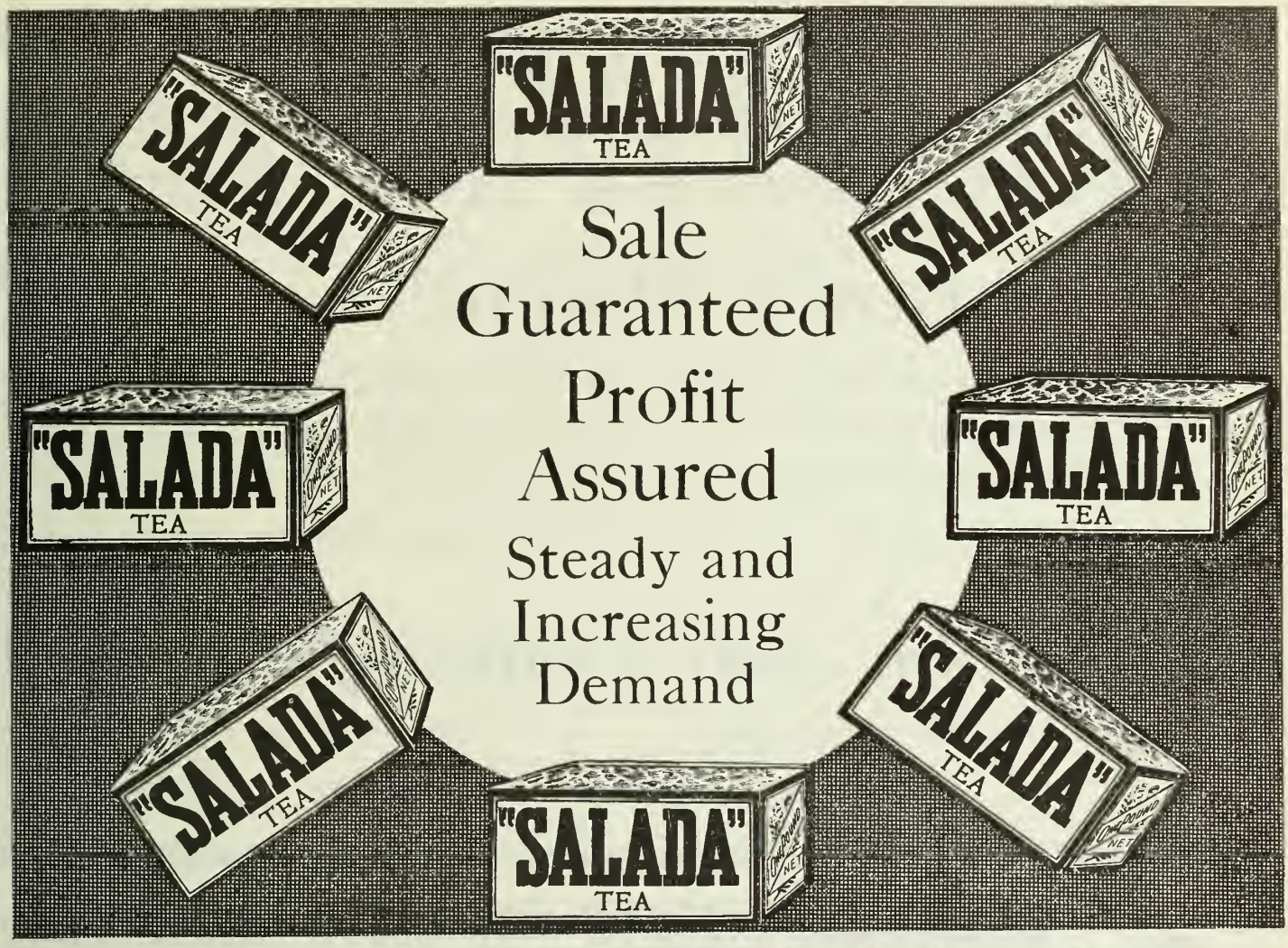
Your Jobber can supply you without delay—write to him to-day.

Lindners Limited

306 Ross Ave.
WINNIPEG

340 Dufferin St.
TORONTO

Representatives: H. Whissel, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



500 c/s
Standard Peas, 2s
Good Merchantable Quality
72½c. doz.

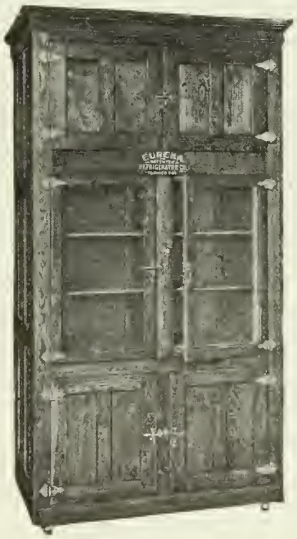
F.O.B. TORONTO, ONLY
WHILE THEY LAST

Write, wire or phone at our expense
Adel. 1057, 941, 867

Warren Bros. & Co.
LIMITED
Queen and Portland Streets
TORONTO, ONT.

The Answer For Greatest Summer Profits—

EUREKA
Refrigerators



Pick out the grocers who are making the greatest profits and largest savings—the really big grocers as well as those just developing. Inquire the reason for their gain, their saving, their absence of all loss through spoilage. Everything points to the single answer—EUREKA REFRIGERATORS.

These men have proven no grocer can conduct business with any great measure of success without the special and exclusive advantages the Eureka brings.

If your profits, your savings, have been affected in any measure through loss of spoilage or dissatisfied customers, write to-day for the free Eureka catalogue. You'll find there just the size and style that will suit your particular business. Write Now.

Eureka Refrigerator Company
Limited
31 Brock Ave. TORONTO

The cereal preparation that has a wide range of uses in every household—

Robinson's "Patent" Groats

should be given a prominent place in your daily window and counter displays. It's the food that nourishes children, mothers and invalids, and it has a year 'round demand.

Keep Robinson's "Patent" Groats to the front. **Get it from your nearest wholesaler.**

Magor, Son and Company, Limited

191 St. Paul St. W., Montreal -:- 30 Church St., Toronto

Agents for the Dominion of Canada.



Do You Know WHY We Recommend The COMPLETE Star System?

4 dozen STAR EGG CARRIERS
5M STAR EGG TRAYS (printed)
1 package DIVISIONS
[For Each Wagon You Operate]

"I'll tell you," says John. "You'll find in every Grocery Store, there's times in the day when you're rushed and also times when you're not. If you are properly equipped with Egg Carriers—have the complete Star System for each wagon, your clerks can put up eggs when they are not busy, and then draw from the supply of filled Carriers in the morning when every minute counts. It saves valuable time; eliminates errors, delays and breakage—and betters your service.

"You may get two, five or a dozen rush orders for eggs late in the morning. Carriers are all in use on the wagon, and you've either got to wait until a wagon returns or take the time to place them in a paper bag or package, as well as take the chance of losing the whole dozen through breakage. It never happens when you have the complete Star System."

There are a number of other good reasons listed in our circular S-178 as to why you should have the *complete* Star System. Write for a copy.

STAR EGG CARRIER AND TRAY MFG. CO.
1500 Jay Street, Rochester, New York



—"a bottle of olives, a box of crackers AND A DOZEN OF EGGS." Convenient! Isn't it?

CANADIAN GROCER

VOL. XXIX TORONTO, AUGUST 6, 1915 No. 32

A Year of War and All's Well

Experiences of the Retail Trade Collected—These Show No Reason Whatever Why We Should Be Downhearted—Business Better Than Anticipated, and With Good Crops Generally Outlook is Bright.

From Interviews With Canadian Grocer Readers.

THE first mile-stone in the Great War has been passed. Great Britain is still mistress of the sea, Paris is yet in the hands of the French, the enemy has not taken Calais, the country of the foe is surrounded by troops of the Allies or by neutral nations in sympathy with them, and the earth is still revolving. A year ago there were all sorts of dark forebodings about the future. Many business men feared trade would be shot to pieces, that foreign supplies would be absolutely cut off, and that during the year that has just ended the greatest depression of the age would have been experienced.

Have these fears been realized? Has the grocery trade suffered any undue casualties? The only answer to these questions is in the negative. While trade may not have reached the high point of 1912 and 1913, yet there are few who will say that it has not been better during a year of war than it would have been had there been no hostilities in Europe. The only way, however, to analyze the exact situation is to get in touch individually with the men who have during the year come face to face with actual business conditions day in and day out—the retailers. During the last couple of weeks, Canadian Grocer has interviewed a large number of grocers and their experiences as set down herewith will prove most illuminating. Read what they say themselves:

John Forsyth, Dartmouth, N.S.—"Our business during the past year has exceeded our expectations at the beginning of August, 1914, when war broke out. Since January 1st of this year, our business has shown an increase of 8 per cent. over the corresponding period of last year when there was no war. While collections will bear some improvement, yet during a war like this we have no complaints to offer. Crops in this district are good and the effect of harvesting cannot be other than good. Business and collections in the future appear to present fair prospects. Building is the business most affected and I think that this is due principally to the fact that lenders of money want an unreasonable margin on their loans."

T. F. Courtney, Halifax, N.S.—"We consider that business during the past year has been considerably better than we expected. So far this year trade has been about the same as the first part of 1914, and in our experience collections have been better than anticipated. Crops are good, but on account of the apple market having been cut off considerably by the war, prices here should be easy during the coming winter. So far as the future is concerned, we consider that much of the careless credit business will be done away with and that there will be a tendency to trade more for cash."

ENCOURAGING REPORTS FROM WEST TO EAST.

CHAS. WOODSIDE, SASKATOON, SASK.:—"Our expectations as to business during a war year have come up to expectations and so far in 1915 business is running slightly ahead of the corresponding months of last year. So far as current purchases are concerned collections are good. The crop prospects in this district are excellent and the harvesting of the grain is bound to have an excellent effect on business, although we should not look for permanent improvement until the end of the war."

* * *

J. A. KELLY, LAMBETH, Ont.:—"With us business during the past year has been good and has come up to our expectations. So far this year has been the best I have ever had in my business. Collections have been right up to the mark during this year of war but I have looked after them a little closer than I ever did before. The crops are the best we have had in years especially the wheat and oats, and everything looks prosperous in this district for the future."

* * *

WENTZELS LIMITED, HALIFAX, N.S.:—"Since the war broke out last August we have never had a better year. This year so far our business shows an increase over the corresponding period of last and collections have been better than expected. The crops are good, hay being extra fine, and this should help carry business along in a normal way and even show an improvement in the autumn. We have certainly felt no pinch yet. Of course we benefit in the Maritime provinces from the varied nature of our resources in times like these, which benefits are not felt to the fullest extent in some other parts of the country. At present we are certainly not fearful as to the future."

D. F. McLean, Port Hood, N.S.—"Business with us has been just as good as we expected when war broke out. While so far this year the volume may not have been quite so large as last, yet, on the whole it is quite satisfactory and collections are rather better than we anticipated. The crop prospects in this district are good and no doubt will have a beneficial effect on business. The outlook in so far as collections are concerned is promising."

H. H. Stewart, Antigonish N. S.—"So far this year business has been fully as good as the corresponding period of last year, and during the entire year since the outbreak of the war business with us has been as good as we expected. Collections, in fact, have been somewhat better. Crop prospects are excellent in Eastern Nova Scotia and as prices for farmers' produce are very high, the effect on business must be good. The prospects for the future are splendid, but of course in war time it is not wise to forecast too far into the future."

Elzear Turcotte, Quebec, P.Q.—"We had fears last August when war broke out that did not materialize, and amount of business and net profits have been good as ever. We have had this year so far 7½ per cent. more business than last and profits are expected to be good. Prospects of crop are good. Hay, if not plentiful, is of good quality. Collections could be better."

Andrew Forsyth, Dartmouth, N. S.—"Business with us has been better during the past year than I expected it would be. While our receipts are a little less during the first six months this year, as compared with last, that is accounted for because last year we sold fresh meat, which section of the business was given up in October as we found there was not much money in it. Collections have been just as good as before the war. Crop prospects are good and the future seems to be bright so far as I can see."

A. J. Johnson, Ottawa, Ont.—"In every particular business has been better with us than I anticipated when war broke out. So far this year there has been practically no change in business as compared with the first 7 months of last year, while collections have been much better than anticipated. There is every prospect for good crops and this will naturally stimulate every line of business. People seem to be living in the same way as before the war started, but we may have more or less hard winter unless real bright news comes from the front in the meantime."

Business As Usual for the Future.

James Redden Co., Kingston, Ont.—"We would certainly say that business during the past year has come up to our expectation at the beginning of it. So far this year our business is practically the same as last, with the exception of the departure of some half dozen families who have gone to England in the meantime. We find collections about the same as usual. The crops which promised well should have an excellent effect both from the standpoint of buyer and seller. We think that business as well as collections will both go on as usual."

T. W. Collins, Ottawa.—"Business has certainly been better than I expected. Since the first of January up to the present time it has been just as good as last year before the war broke out. In my particular case collections have been better than I anticipated they would be. As my business has been up to the mark during the first half of the year, I am satisfied that the worst is over and that prospects for the future are splendid."

White & May Co., Ltd., Ailsa Craig, Ont.—"Trade with us during the first year of war has been ahead of our expectations. We have also experienced a slight increase in trade since Jan. 1st over the corresponding period of last year and collections, too, have been fairly good. The crop prospects in this district are excellent and these are bound to have a good effect. We personally see nothing in future but business as usual."

J. Ford & Co., Brantford.—"With us business has come up to our expectations at the beginning of the war. There is very little difference in our turnover this year as compared with last and while collections may have been a shade off during the 12 months, with bright prospects for a good crop trade should be benefited to some extent at least. If factories here keep running, Brantford will be greatly helped, as this would obviate some of the expected unemployment during the coming winter."

Harkness Bros., Alvinston, Ont.—"I am glad to report that our business has been better during the past year than what I expected it would be when hostilities began in Europe. So far this year sales have averaged more every week than they did last year, and while this may be explained by higher prices, yet there is a great deal of satisfaction in it. While there is always room for improvement in collections, the crops this year will certainly have a tendency to help business along, as our trade is about two-thirds farm. It seems to me that if the war continues for any length of time it is bound to give more labor to people in the large cities and will result in many cases in higher prices. I do not think, however, that it will affect the smaller places of business very much and trade there will go along about the same as usual."

Hazel & Dawson, Hamilton, Ont.—"Business so far this year has been about the same as last. Collections seem sometimes harder to get, but the good crops that will be harvested this year should make conditions much better."

A. G. Bain & Co., Hamilton, Ont.—"Business has come up to our expectations at the beginning of the war in August last. Collections might be better here, but with crops mostly good, except hay, business should be pretty fair this autumn. My advice to the trade in centres like Hamilton, where there are a large number of factories, is that credit should be carefully watched. The volume of our business since the 1st of January this year has been just as great as the corresponding period of last, and although profits may be a little less, collections with us have been satisfactory. From what we can gather, the crop outlook is splendid and prospects for the future are that things will run along in about the same way."

Less Money on the Books.

W. A. Munn, St. Thomas, Ont.—"During the first year of war business with us has been better than we anticipated. Our books show a slight increase so far this year, over the corresponding period of last. Collections are always what the merchant makes them. We have been very careful about credit and have not as much money on our books as a year ago. Crop prospects here are good, and I look for a year as good as last."

G. B. Drake, London, Ont.—"With us business has been much better than we

HEAVY STORM DOES DAMAGE TO CROPS.

Since the accompanying articles which deal partly with the crops in various sections of the country were written, Ontario has been visited by one of the worst storms in its history. A strong east wind accompanied by heavy rain—caused, say weather men, by the junction of three strong winds coming from Florida, California and Hudson Bay—swept over a large portion of the province, and has done considerable damage to standing grains. At the time of going to press it was difficult to say the extent of this and in fact it will not be known for some time. Taken as a whole, however, it is not likely the damage will be very serious and it is safe to say that it will not be as severe as early daily newspaper reports make it.

expected during the last 12 months. So far this year we have had a large increase in business and collections have been fair. Crop prospects never looked better and the effect of this must be good. So far as the future is concerned, the only thing I see is that people will be more careful in handling their money and collections should be better."

G. E. Eccleston, London, Ont.—"Our business has been much better than we expected it would be in a year of war. So far we see very little change to the first part of 1914, and collections have been good; in fact, they could not be much better. The crop looks fine and this should have a good general effect on business. If we were in a factory district we might be more worried, but as it is, we are in a residential district and have a good steady trade. This makes the future look normal to us."

G. A. Curtis, Simcoe, Ont—"With me business has been better during the year than I anticipated it would be when war broke out. While so far this year the total turnover may not be just as good, yet the crops are good and this should have a beneficial effect on business. Collections have been fair."

W. B. Wood, Turriff, Ont.—"So far this year our turnover has shown a slight increase somewhere about 1¾% above the coresponding period of 1914. Business since the outbreak of war might have been a little better compared with previous years but collections have been the same as usual. With excellent crop prospects these are bound to be beneficial so far as the retail trade is concerned. During the past two or three years the weather has affected us far more than the war. Light crops in 1914 and 1913 left the district a little unprepared for the war. However, the future looks good with good crops this year."

W. L. Lemon, Harriston, Ont.:—"While business might be better in this section of the Province, the crop outlook which is good should have a desirable effect. We have no complaints to make regarding collections which have been as usual during the past year."

Chalmers & Puckering, Shelborne, Ont.:—"Business so far this year has been normal, though last year the turnover showed somewhat less than in 1913. We see very little difference in collections this year over any normal year; as the crop prospects were never better in this district, business should be much better in the latter half of the year. We are looking for as good business as we ever had and think that collections will be better than last year. We do not consider that the war is the cause of any decline in business but rather we attribute it to poor investments in real estate in the Canadian North West and in other parts of the Dominion. We think, perhaps, as soon as farm lands begin to move again out west the majority will be glad to sell and that business would be as good as ever had it not been for these foolish investments."

M. Gleeson, Greenwood, Ont.:—"Our business has certainly come up to expectations at the beginning of Aug. 1914 and since the first of this year, trade has been just as good as in normal times. We are glad to report that collections are better if anything. The crop prospects are good and this must certainly help business in the future, the prospects for which I consider are excellent."

E. J. Cody, Embro, Ont:—"So far 1915 has been a normal year with us and the war has had little effect on business. Our expectations as to trade have been met during this year of war. Collections have certainly been as good as could be expected. Crops are very good and we expect business as usual for the future."

J. B. Willetts, Brantford, Ont.:—"Since the 1st Aug., 1914, business has been better than I expected and the first half of this year compared with last has been just as good. Collections have been better than I anticipated during the year and the generally good crop prospects should help business considerably. It is, of course, difficult to say what the future will bring forth."

Successful Picnic a Good Sign.

Wm. Smye, Hamilton, Ont.:—"While in Hamilton, business since the 1st August, 1914, has fallen down a little; it might have been worse. During the past three months we have certainly no complaint to make, and collections have not been so bad as we thought there was room for them to be. If the crops are good and indications point to that, it is going to help the country a lot. Reports indicate that, with the exception of hay, everything looks splendid. Good indication of things in Hamilton can be seen from the success of our annual picnic, which was reported in last week's Canadian Grocer. The programme we got up in connection with the same was the largest ever, and the large crowd present does not look as if things are so very bad."

Tinsdale Bros., Arthur, Ont.—"The prospects are splendid for a good crop in this district, and the effect of this should be very beneficial to business. While our business so far this year has not been quite up to the same months last year, yet we feel optimistic for the future. It has certainly been as good as could have been expected in a year of war."

W. A. Currie, Glencoe, Ont.—"With us business has been as good during the past year as we expected. So far this has been a quite normal year, as far as our turnover is concerned, and collections have been better than I expected. Crop prospects were never better, and this is bound to have a splendid effect on business. The future should be as usual. The public will probably be a little more cautious, however, in buying."

Farmers Are Flourishing.

J. A. Stewart, Exeter, Ont.—"Since the war started business with us has ben away ahead of what we looked for. So far this year trade has been about the same as in any normal year. Collections have been much better. Money with us is just as free as in any year in the past. While hay is just an average crop, fall and spring wheat and other spring grains never looked more promising. Neither could the root crop look better, but owing to some late frost some considerable damage was done to the fruit crops. Situated as we are in an agricultural district, with the crop prospects so bright and farmers all flourishing, business for the fall and winter should be the very best."

J. R. Henderson, Kingston, Ont.—"Business with us since the war began has been good and up to our expectations. Since the first of the year things have been very favorable, and, while there was a slight falling off in turnover, this can be satisfactorily accounted for. Collections with us have been O.K., and with crops good in this and almost every district in the province, this should have a corresponding result on business. For the future prospects appear to be about normal, though the general business atmosphere is still somewhat unsettled.

"In many instances the retailers' profits have been cut into either on account of the Customs war tax of 7½ per cent., or a slight advance on the part of the manufacturer on his product. I refer to cases where the increase has not been sufficient for the grocer to advance his retail price. There has also been a reduction of cash discount by some manufacturers for various reasons. These items, though they may appear insignificant individually, will have the effect of materially reducing the grocers' net profits for the year."

Hutchinson & Foste, Alliston, Ont.—"Since the war started last August trade with us has been as good or better than we anticipated. So far this year our turnover has been practically up to last year, the total being less than ¾ per cent. behind. However, on the whole, our business has been better this year,

as last year we were giving premiums for cash trade. Collections have been as good as we expected, and, with splendid crop prospects, business is improving. We anticipate a good autumn business, and collections with the farm trade good."

L. J. Wildfang, Moorefield, Ont.—"We have no complaint to offer about business during the last year. So far this year I am a little ahead of last, and I have found collections about the same as usual. Crops look fine in this district, and we expect a number one harvest; also think we will have a good fall trade. In our locality we anticipate business as usual."

A. Coulbeck, Brantford, Ont.—"Collections during the past year have been better than we anticipated. We have, however, been more careful in this regard, curtailing all credit that we could not depend upon. The fact that the crop outlook is good certainly means benefits to the trade in general."

H. J. Thompson, Sharbot Lake, Ont.—"The crop prospects in this district are fair, and we expect it will stimulate buying to a certain extent. We do not anticipate that business will be as free as it was a couple of years ago, as farmers are inclined to be a little more conservative in their buying. Collections have been better than I expected, although so far this year trade is not quite up to the first seven months of last year."

A Splendid 1914.

J. McKellar, Tiverton, Ont.—"With us business has been better than I anticipated it would be when war broke out last August. We have had an average first half year, and collections have been better than expected. Since rains fell during June and July, crop prospects have improved business appreciably since then. While there is not the same demand for fancy lines, staple business is splendid and usual trade can be expected for the future. We had a splendid 1914, as business the first six months of the war was stimulated, so that during the entire year our sales were some $3,000 above a normal year."

A. A. McCormick & Sons, Pelee Island, Ont.—"In this district crop prospects are good, which will make money more plentiful and collections better. We might say that we are affected here by local conditions, which are not general throughout the province. The farmers around here grew a large crop of tobacco in 1914, and, as they have not been able to sell a very large percentage of it, it has affected business somewhat adversely. Do not think the war has had anything to do with this."

G. N. Willits, Brantford, Ont.—"The past year with us has come up to our expectations at the beginning of the war. We find this year that many imported lines are selling less than usual, and British or Canadian goods are showing larger sales, but we have found no difference in the volume but a tendency to sell on closer margins. As we are doing a strictly cash business, collections have been giving us no trouble. It is, of course, natural that while the war is on, and that while the papers and people are discussing same, it tends to make the purchasing of the consuming public more careful, and collections will no doubt be somewhat slow until the war is settled. Then we hope to see a great rush of orders for Canadian-made goods."

Substantial Increase Over Last Year.

A. B. Kimmerley & Sons, Morpeth, Ont.—"During the past year our business has come up to expectations. So far this year he have had a substantial increase over the same period of last year, which is very satisfactory. Collections are only fair. Crops are excellent around here, and this should make business much better, so that we anticipate a bright future."

Geo. O. Werrett, Simcoe, Ont.—"Our business has scarcely been up to our expectations since August, 1914. Although we have had a slight increase so far this year, it has not been up to the increases we have enjoyed for the last four or five years. Our business has shown a slight increase, largely due to our extra efforts to try and offset the general depression that exists. Collections have scarcely come up to our expectations, but the crop prospects are most excellent. The harvesting, however, may not make much difference in a business way, as our farmers seem to be buying automobiles and banking their money."

—⚙—

N. K. Devlin & Co., general merchants, Assiniboia, Sask., have moved to Govenlock.

Mr. Dawson, treasurer W. H. Escott Co., Winnipeg, has been East for some time on a holiday and business trip combined.

Conditions in British Columbia

AMONG the visitors to the Toronto offices of Canadian Grocer recently was F. A. Squair, corner Lonsdale Avenue and 6th Street, North Vancouver, B.C. Mr. Squair was accompanied by his brother, William Squair, who is a hardware dealer in Gladstone, Man. The Squair brothers are natives of Alliston, Ont., and are East at the present time on account of the illness of their mother.

F. A. Squair points out that business in the Pacific Coast province is fundamentally sound, and, with real estate settling back to a normal basis and the get-rich-quick sentiment dying out, prospects in Vancouver are good. The trouble, he said, was due to the fact that real estate values were inflated, and everybody thought they saw a fortune in this sort of speculation. They have fallen down in their hopes, and some of them who were making payments got hopelessly behind, or are in possession of real estate which is valued to-day at less than what they paid for it. This, however, is readily being forgotten, and as soon as it is, conditions will readjust themselves to a normal basis.

The depression, Mr. Squair says, which began long before the war started, has had the effect of weeding out a large number of retail dealers, who were not merchants in the real sense of the term, and the business is now getting into the hands of men who understand the trade. The advantage in this is that the grocery business is rapidly getting into the exclusive hands of men who know the business, and, therefore the future prospects are splendid. Apart from real estate, business in the Pacific Province has been running along as usual. Shipping and fishing are two of the largest occupations of the people, and when lumbering and mining operations are added, as well as fruit-growing in the fruit-going district, British Columbia is well off, states Mr. Squair.

The general country-wide depression has, of course, had an effect on a part of the grocery business. Retailers are not doing the same amount of business in the high-class luxuries, but their trade in the ordinary everyday staple is just as good as it ever was. So far as Mr. Squair is concerned, collections during the last year have been quite normal. This, however, was partly due to a policy which he started before the war of carefully watching accounts. Everything that was not gilt-edged was weeded out, and he has had little or no difficulty in getting in his money ever since.

Mr. Squair has been a reader of Canadian Grocer for a good many years, and states that he would not care to do business without it.

Nobody Downhearted Here

Wholesale Grocers and Manufacturers Tell of Good Business During a Year of War—Decline in High-Class Goods Made Up in Increased Movement of Staples, Says Montreal Wholesaler—Energies Should Be Concentrated on Production —Payments Splendid.

Nobody Downhearted Here.

Editor Canadian Grocer:—After a year of war, conditions are much better than I had expected them to be. When the present hostilities started, it appeared that a commercial crisis was imminent, but it did not materialize beyond the failure of those who had been too prodigal with the net returns of their business, and could not meet their obligations when the real test was applied. Those actually in business will have nothing to fear, as the grocery business would be the last one to collapse. "People must eat."

As for our own business, the decline in the demand for high-class products, has been fully compensated by the increase in the staple lines, due to the fact that the people in the rural districts have to-day more money than they ever had, having sold their last year's crop at very high prices.

It seems that this year the same conditions will prevail, as the farmer is assured of a very fine and abundant crop, with the prospect of a large demand for his products.

I advise economy; but also a cheerful outlook for the future of the grocery business in Canada.

Montreal, Aug., 1915. H. LAPORTE,
President, Laporte, Martin, Ltd.

* * *

Editor Canadian Grocer:—In spite of existent conditions trade throughout the Dominion is picking up.

It took some time for the public at large to adjust itself to the new regime but for the past several months we have all settled down to make the best of it, and there can be no doubt that the trying situation will have a chastening effect on us all.

There are many merchants, however, who have become so imbued with the "Hard Times" idea that throughout their entire policy this principle is unconsciously creeping in. "Hard Times" has been a stock phrase for many generations and is largely a mental condition. They say that the man who thinks he "Can't" will usually prove he is right by not "trying," and it occurs to the writer that is what a lot of us are suffering from just now.

The period of "construction" is virtually over and to-day all of our energies should be concentrated upon "production."

On this page a number of wholesalers and manufacturers present their views on the state of business during a year of war. It will be seen that the writers, who are all prominent members of the trade, report the consummation of none of the fears that were expressed on all sides last August when hostilities began. The feverish excitement that accompanied the first two or three months of war is to-day a negligible quantity and business — as shown by these hard-headed business men—is running along smoothly and with a normal swing.

Canada is essentially an agricultural country—a producer of foodstuffs—for which there is a keen demand to-day, and when we consider that not more than about 10 per cent. of our fertile soil is under cultivation, and the other 90 per cent. still unoccupied, some idea of the future opportunities can be formed. Nearly 50 per cent. of our area is to-day being tapped by our various railway systems and this will permit an expansion that will be difficult for one to grasp who had not given it some thought.

Crop reports so far have been most encouraging and if we can assume that the value of the western crop alone will amount to over $400,000,000 as estimated, there could hardly be any question as to our future prospects. If we, as a people, have realized the importance of "Production" to this extent in the west alone it is a movement that is bound to develop. If the figures prove correct it means that the western crop will exceed last year's crop in value by nearly $100,000,000.

For the first time in history, Canada's foreign trade is beginning to show a favorable balance; in other words, Canada is exporting more goods than she imports.

If Canada as a unit can prosper it necessarily follows that the average business man of ability can share in that prosperity or not—it rests with him. But on the other hand a prolonged period of such trading as we experienced up to the end of 1912 can, at best, but make a certain few comparatively wealthy, and the so-called successful business men at that time was not so much a "survival of the fittest" but of the "luckiest."

The "Made-in-Canada" movement is a wonderful undertaking and if there was ever a time in the history of this country of ours when we Canadians should trade amongst ourselves as much as possible—that time is now. If all Canadians carried out this principle there would be a quick return to prosperity.

No country has anything on the Canadians for brains and ability to carry out their obligations—even the Canadian soldier has clearly demonstrated this on the battlefield.

We cannot expect in the near future a resumption of the same feverish enthusiasm in business as we experienced in the past, because a large portion of that at best was only "fictitious." But if crop reports are any indication of prosperity it would seem that fundamentally Canadian trade is on a firmer basis than ever before.

It behooves us all, however, to look upward, and we can rest assured that Canada is bound to prosper.

A. M. BROOKE,
Manager White Swan Spices
and Cereals, Ltd.

Toronto, Aug., 1915.

* * *

Editor Canadian Grocer:—We can only say that as far as our firm is concerned we have suffered no material loss of business in the past year. Of course, buying has not been as free as under normal conditions, but it is really astonishing to find how well both the trade and payments have kept up, and also it is surprising that prices on all lines of foodstuffs have kept as low as they have during this term. In fact prices have been so normal and steady that there have been little or no speculative features in the markets, consequently we do not think the jobbers have been making any money, but we can report a good healthy trade in our entire territory. The smaller places are better than the cities, where they depend so much on manufacturing, but the factories engaged in making war supplies have taken care of all the unemployed, and with the large number of men being out of the country through enlistment and the good crops in sight we look forward

(Continued on Page 31.)

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, AUGUST 6, 1915 No. 32

An Encouraging Business Situation.

FROM all parts of the country come most encouraging reports as to business during a year of war. The feverish excitement that prevailed last August and September after the commencing of hostilities has long since spent its force and the pessimistic forebodings that were heard on all sides have not, according to the evidence submitted for this issue of CANADIAN GROCER by retailers all over Canada, been realized.

Reading over these reports it will be seen that practically every merchant's business during the past year exceeded his expectations at the time of the outbreak of hostilities. And since January first this year business has been up to and in a great many instances beyond the corresponding period of 1914 when there was no war.

What more encouraging situation could we of the grocery trade look for? And what of the future? There is every prospect—as practically all the retailers point out—of a splendid harvest. Of course, in some places, particularly after the big storm that swept parts of Ontario on Tuesday, there is a possibility of the crops not being all that could be desired; nevertheless on the whole the outlook is splendid and with the certainty of high prices there is every reason to look forward to normal times. The reports from wholesalers and manufacturers of grocery lines in this number are, too, of the most encouraging character while not being unduly optimistic, and there appears to be every justification for the slogan of this issue "Are We Downhearted? Certainly Not."

Great Chance for Cigar Trade.

A MONTH or so ago the Government of Saskatchewan passed an act which prohibits the sale of liquor in that province. On Wednesday, July 21st the province of Alberta voted on a liquor act and decided to go dry. Among the many ways that this may affect the grocery trade is one that means considerable capital to it. It is all going to mean a greatly increased demand for cigars. At the present time it looks to be splendid business for every retail grocer in these two provinces, to open up—if they have not already done so—a counter or show case for the display of cigars, tobacco, pipes, etc. A great deal of trade is bound to be diverted from the hotel to the grocery stores. Men who formerly treated their companions to a glass of liquor must now turn to cigars. There are big possibilities here and the grocery trade of these two provinces should seize the opportunity at once.

In opening a cigar department it is almost necessary to place it near the door. Men are accustomed to drop into a store where they can see the goods they want on display. Few of them are going to walk to the end of the establishment for their smoke. If a cigar department is opened close to the front it should be kept neat and clean and care should be exercised to see that cigars and tobacco do not have a chance to dry out. In any event business should be gone after, and gone after hard from now on.

A Natural Assignment.

THE Bracebridge *Gazette* isn't far amiss in the following remarks it made in a recent issue about the failure of the Muskoka Co-operative store:

> "The failure of the Muskoka Co-operative store should tend to settle the question whether storekeepers charge excessive prices for their wares. The co-operative store was the result of a strenuous canvass by a man who firmly believed co-operation to be the panacea of all ills that buyers suffer, and its closing by assignment is natural. The only reason for a co-operative store is a reduction of prices or a share in profits. This store did not attempt to undersell, but was to divide the profits among shareholders. Any merchant could have told them that with the small amount of capital, the necessarily small business and the heavy expense account there could never be profits to divide. If storekeepers thought they were paying

too much for butter and eggs and lamb and veal and hay and oats, and were to start a little mixed farm to grow their own, the result would be as disastrous."

As CANADIAN GROCER has often reiterated, the profits in the grocery business cannot stand pruning as is alleged by promoters of the so-called co-operative store. We have yet to meet one of these concerns that has lived up to its prospectus in so far as discounts, annual dividends and the lowering of the cost of living is concerned.

Sugar and Fruit Trade

WE are in the midst of the summer preserving season. Now is the accepted time to get after all the sugar and fruit business that is passing. Every dealer should remember that this trade is particularly valuable because it is never confined to one particular line. The woman who purchases fruit in any quantity is also a probable buyer for sugar and usually for fruit jars, sealing wax, etc., so that the fruit trade means not only the sale of the fruit itself but all these other articles combined. This makes the season an exceedingly profitable one for the dealer who goes after this trade strenuously.

A combination window display containing sugar in bags and cartons, etc., together with raspberries and other fruits in season, sealing wax, jars, etc., should make a strong appeal to every housewife. A big preserving kettle in the midst of the display ought to add considerable force to the selling character of it.

Lessening Fire Losses

CAMPAIGNS that are being waged in various cities by Fire Prevention Bureaus, are having appreciable effects. From New York comes the report that for the first six months of this year there was a reduction of $1,133,112 in the loss by fire as compared with the corresponding period of last year and there was a reduction of 77 in the number of fires. Cellar fires were less in number owing to the system of monthly inspection by members of the uniformed fire force. There was, however, an increase in the number of fires in private homes, due to acts of carelessness on the part of individuals, these being practically all traceable to careless smokers, carelessness with matches, gas jets, furnaces, cleaning fluids, ashes, etc. The New York Fire Commissioner, however, points out that it is impossible to eradicate fires in dwellings, etc., except by educating the people to better habits.

The reduction in the loss and in the total number of fires demonstrates what can be done if extra care is taken by merchants and others in the arrangement of their stock in the cellars and in prompt removal of all inflammable matter. Fire is the cause of an enormous loss in Canada every year and in practically every case it can be traced to carelessness. The retail, wholesale and manufacturing trade can do much to lessen this by a little extra precaution.

The Man With the Money

FUNDAMENTALLY, business may be generally described as the elastic link between the buyer and the seller. Many of these links were broken in the shock which the country suffered in common with the world when war broke out a year ago. In the interval which has followed some old links have been repaired and many new links have been welded. It has been in the welding of these links, the establishment of new relations of trade, that Canadian manufacturers and importers have shown their aggressiveness and their initiative—their ability to deal with a great crisis instead of waiting for the crisis to pass. And we do not refer altogether to the industries which have risen to the demand for war munitions. There have been many new links welded in our domestic trade; new business methods developed out of the conditions prevailing. Many channels through which money moved have been closed or shifted; it has been for the aggressive trade-seeker to get linked up with the man with the money. Consider the farmer.

One of the largest concerns in Canada engaged in the manufacture of heating systems faced conditions in the spring which could hardly have been darker—with building practically at a standstill where was there a field for steam or hot water plants? One of the firm's strongest business links has been broken. The management sought to weld another. As sales are built upon money, the effort was to find who had the cash. The trail of the dollar led to the farmer and the company puts its sales nose to that trail. General information was sought to locate the shelterers of these elusive dollars, so many of which seemed to depart from their usual haunts in the cities. Working through district agents and managers, lists of prospects were prepared and communications were prepared at the head office and sent out through the representatives. Each prospect was carefully followed up. The result—the company reports that in Eastern Canada with comparatively little building in the cities a good business has been worked up in the country districts; farmer with the money are not lagging far behind city cousins in securing modern comforts.

A big crop is being harvested. The prices being paid for the products warrant the statement that the farmer is going to be in funds for another year. If a measure of our returning prosperity is coming from the farm—as it naturally should—the successful business interests will meet it half way. Link up with the man with the money.

Editorial Notes

THERE IS A tendency in some towns to stop price-cutting on staples. It is sincerely to be hoped that the movement will become general.

* * *

THE MERCHANT who keeps his collections up to the mark every day in the week and every week in the year will never find them particularly low.

* * *

DO AS LITTLE as you can is the creed of the clock-watcher. Do as much as you can and do it better is the axiom which makes the successful business man.

* * *

IT IS A FACT that catalogue buying can thrive only where the local dealers are sufficiently lacking in enterprise to let it grow. As every hardwareman knows, the local dealer has advantages which, if employed actively, reduce mail order buying, to a neglible quantity. If these advantages are used, the catalogue house, no matter how active a campaign it may make, will get but a slender share of the business.

A Splendid Crop is Assured

Grain Outlook is Good—Live Stock Plentiful and Bringing High Prices—What a Good Crop Means to Canada at This Juncture.



Canada is going to have a great harvest. This is now assured beyond all possibility of serious damage.

A YEAR of war — the good ship Dominion of Canada is still some leagues from port, but the forward light is burning bright, and all is well.

Just twelve months ago, and without warning there came the staggering word —war. It was to be war on a new scale. There was no precedent. The best informed could not tell what this struggle would mean. Could it last long? No one knew. Would it paralyze trade? Some feared so. What would it mean for merchants, wholesalers and manufacturers of Canada? There could only be questioning, reasonable assurance there was none.

But now what a difference. Still the future is clouded. Much that should be clear is dark—yet this much is certain; this much gives cause for rejoicing; Canada and Canadians have been tried and found worthy—at the front and at home. Now, at the commencement of a new period, there is a quiet resolve. The great fertility of the Canadian field, the great virility of the Canadian people, has proved equal to the emergency. There may be trying times ahead. Undoubtedly there are. But consider the facts. Is not the lot of those who live and work in Canada exceedingly happy?

What of the Crops?

Figures are never dry in Canada when referring to the crop at this season. By the last Government report there are 12,986,400 acres of wheat sown—that means 18 per cent. more than was sown for 1914, and 26 per cent. more than was harvested. Barley, too, shows an increase over the amount sown a year ago—though a slight increase. An additional million acres of oats are maturing. Slight decreases are noted in hay, buckwheat, flax seed and corn.

It seems certain a good price will be secured for all these crops. Dollar wheat, usually a fond hope, is now almost, if not quite, a certainty. Consider the prices quoted only last week at various Ontario points: Belleville, $1.10 to $1.15; Brantford, $1.10; Chatham, $1.15; Hamilton, $1.15; Peterboro, $1.05; Stratford, $1.10; Berlin, $1.15. St. Thomas was the lowest point of record, and there quotations held to the dollar mark.



What of the crops? By the last Government reports there are 12,986,400 acres of wheat sown. All other crops show an increase of acreage averaging around 18%.

After careful study, one of the most conservative of financial men has given it as his opinion that the sum realized from this year's crop must be at least $100,000,000 in excess of the sum realized in 1914. This man is not counting upon bumper crops over the West. He knows—few better—that the weather has at times been cold, that in sections too much rain has fallen. He knows how things are over Ontario and in the Maritimes, and he estimates a revenue of $100,000,000 greater than came from last year's crop. That increased revenue is a broad, golden ray of sunshine at this time. It means—oh, it means very many things. In the first place, it means greater accommodation for the farmers. The money will enable him to pay off loans at the bank. But very probably, seeing the farmer can settle when called, the banks will not urge such settlement. Perhaps, instead they will suggest increasing the stock, or in some other way adding to the farm's assets.

Then in a broader way the money which comes from the crops this year will go to pay the interest on Canada's borrowings. The custom has been—for many years past—to borrow more money to pay the interest on the money already borrowed. But the war called the Buck. No more of that, because comparatively little money can now be borrowed. The outlook looked serious, and then along comes the crop, which, with war prices, will pay interest on borrowings, and leave—it is estimated—about three-quarters of the crop revenue for other purposes—for paying the grocer, the



Another cheering fact at this time is the increased stock on Canadian farms.

hardware man, the dry goods man; for buying new wagons and machinery; for laying by in the savings bank sums to continue paying merchants for requirements during the coming winter.

Another cheering fact at this time is the increased stock on Canadian farms. Taken in conjunction with the greatly increased price of beef and other meats this means very much. Recent reports from England show that since the beginning of the war beef prices have advanced almost 50 per cent. Part of that, of course, is accounted for by war-time insurance, and freight rates, yet the prices paid to the Canadian farmers are much greater than formerly.

And another thing must be remembered here. Canada is not in business for this year only. Canada is a going concern. It is evidently to make more out of its meats in the coming years than for some time past, since European stock has been greatly reduced. This is not a fact which gives entire satisfaction. Canadians are not of that class who rejoice in benefits coming from the discomfort of another — yet the facts must be known.

Another source of increased revenue for the Canadian farmer—though one, unfortunately, in which but a limited number will participate—is wool. An article in Farmer's Magazine of May, tells of wool bringing from 16c to 19c per pound. At this time the editor reviewing the situation, showing the shortage of the Australian clip; pointing out that the United States yield would be 30 million pounds lower, and hazarding the opinion that Canadian wool would bring from 25c to 30c at the opening. That the estimate was very well within the mark is shown by quotations for last week, coarse washed per lb. then bringing from 38c to 40c in Toronto, unwashed, from 30c to 31c.

Hogs and poultry do not seem highly profitable lines at the present time. With wheat, and other grains, at the present high prices, it is decreasingly profitable to use these as feed. Cheese, on the other hand, is high at present. Whereas the farmer frequently received for his milk a price based on 10½c cheese, he now gets payment on a basis of 15c cheese at least.

Fruit, too, promises a better revenue than a year ago. Then, of a sudden, transatlantic freight was blocked. Growers found great difficulty in making the necessary adjustment to move the crop West. This year the necessary changes have been made, and a fair yield to the growers seems likely. Peaches are reported in fine shape. Grapes have been spoiled in a few places, but on the whole look well. The apples crop is poor—in places a complete failure. This can be accepted with some equanimity since the crop would have been exceedingly hard to market.

Such, roughly, is the position of the farmer. It is to be a good year for him. Let all the people rejoice. The farmer deserves prosperity; moreover, when he has money all benefit. He actually makes money, which, put into circulation, pays the merchant, who takes his profit and pays the wholesaler; who in turn takes a profit and pays the manufacturer; who in his turn pays for his raw material. And all these men pay their wage earners. They in turn pay the hardwareman, grocer, dry goods man, etc. Such is the course of the crop money; and such is the foundation of sound business.



Another source of increased revenue for the Canadian farmer—wool. The price of wool has gone up and the farmer is going to make a good profit.

A passenger on a New York-Cleveland sleeper, on awakening in the morning, found under his berth one black shoe and one brown one. He called the porter and directed his attention to the error. The porter scratched his woolly head in utter bewilderment.

"Well." asked the exasperated passenger, "what's the matter?"

"Now, if dat don't beat all!" exclaimed the porter. "Dat's de second time dis mawnin' dat dat mistake's happened."—American Perfumer.

A Review of National Conditions

Figures With Reference to Employment, Bank Deposits and Railway Earnings Are Encouraging—Favorable Balance of Trade is a Good Sign.

ELSEWHERE in this issue stock has been taken of the coming crops, it being indicated that facts now known make it appear the revenue derived from these will be at least one hundred millions of dollars greater than the revenue from the same source a year ago. It has been indicated that this great revenue from the crops will do much to improve Canada's financial position, but nothing has here been said by way of showing just what this financial position is at the present time. Upon this, of course, depends to a large extent, the steps which manufacturers may well take, the trade which retailers and wholesalers may expect.

When war broke out, a year ago, financing was made exceedingly difficult, and many manufacturers perforce closed up tight. But with the months came war orders. These have grown larger, and with the new arrangements for providing the needs of Shell Committee, and Imperial Government, it is expected Canadians will get a still larger amount of this work. The difference these war orders have made is not hard to realize. Plants which were silent, are now running nights. Wages are now coming to the skilled mechanic, who passes these on to pay for his requirements, so improving general conditions. But these war orders are meaning much more than this. They mean a turning of the balance of trade in favor of Canada. In the month of May, 1915, for instance, the exports of manufactured goods amounted to $16,121,149 as compared with $6,000,000 in 1914 and $4,000,000 in 1913. For the first five months of the present year the exports of manufactured goods amounted to $61,695,382 as compared with $26,257,474 for the first five months of 1914, and $20,215,456 in 1913.

This striking point is made clearer by the following table:

Manufactured Goods Exported.

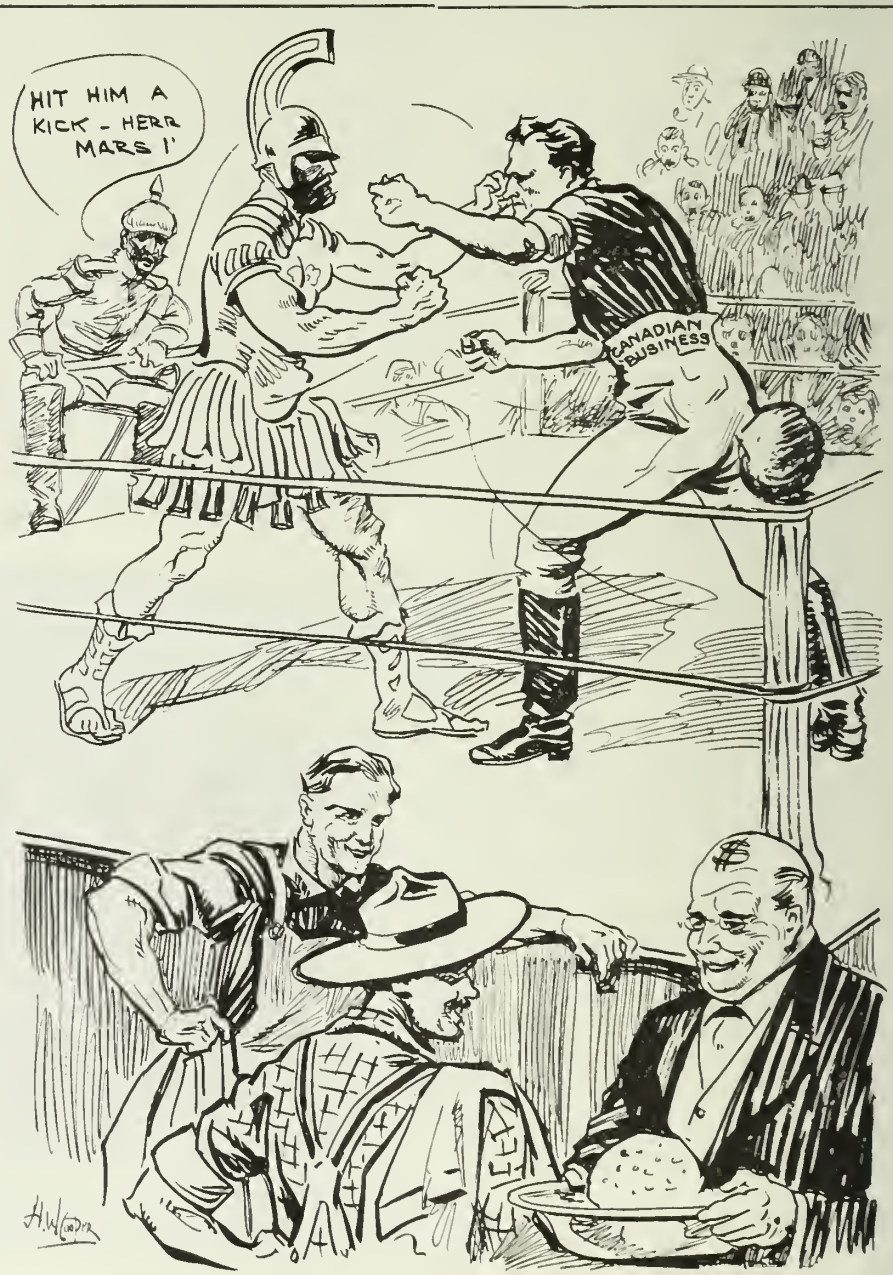
	1913.	1914.	1915.
Jan.	$ 3,589,894	$ 5,050,999	$ 7,769,146
Feb.	3,950,830	4,674,709	8,982,639
March	4,993,695	6,239,290	15,600,790
April	3,478,598	4,295,199	13,221,658
May	4,202,439	5,997,277	16,121,149
	$20,215,456	$26,257,474	$61,695,382
All exports.	140,305,426	141,272,877	211,502,906
% of mfrts.*	15.8	18.5	29.6
Imports	284,224,432	217,703,787	171,352,900
Balance	—143,919,006—	76,430,910 +	40,150,006

*Per cent. of manufactures to total.

In view of the fact that borrowing has been stopped, and that Canada is likely to find it difficult to secure any large sums of money for some years, this turning of the balance of trade is of tremendous importance. Not since 1901, until this year, have exports exceeded imports. For the past four years, indeed, the adverse balance amounted to $889,603,673.

In these past years something over $200,000,000 has been brought into Canada yearly to enable capital expenditure. There is certainly a likelihood that a goodly part of this supply will be cut off for years, but it also seems probable that the balance of trade will continue in Canada's favor for years, since for production we now have more machinery; and since great stretches of the country are now tapped by new rail lines, so that the production of these areas will be available for export.

The opening of new railway lines, seems likely also to have a more immediate effect on bettering conditions. The National Transcontinental, now running, and the C. N. R. Transcontinental, which



Drawn for Canadian Grocer by H. W. Cooper.

TWELFTH ROUND.

And we're getting stronger all the time.



The Traffic Cop.

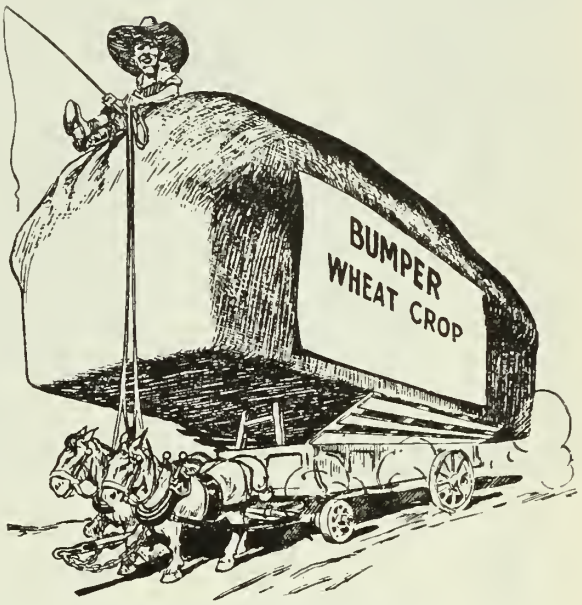
seems likely to commence operations in September, bring the need of more rolling stock. More rolling stock requires men to get it ready, and to keep it ready. It will, indeed, bring employment to many. The operation of these two trains, moreover, is a huge straw showing whence the wind blows. These trains prove that big railway men are looking for good business before many months pass, and this, in face of a heavy decline in the railway earnings during the past year.

In the bank reports, too, there are very cheering features. Saving deposits for May, 1915, for instance, show a total of $691,891,287, which is $5,816,163 better than the balance for April, and $27,945,534 better than the balance for May, 1914. Perhaps this increase is not entirely due to the thrift of the people. Sums placed with the banks to provide prompt payment for war orders probably swell the totals, yet it is evident the resources of the common people, as indicated, by deposits in the savings banks, are not depleted, but on the other hand are somewhat greater than before war came.

From the managers of the large loan companies comes exceedingly cheerful word. In spite of moratoriums and near moratoriums, in spite of war and uncertainty, collections of interest are reported good. Some companies assert that payments are even better than a year ago. In no case is the falling off said to be large.

Even more cheering, perhaps, is the fact that insurance is holding up. The life companies, take them together, have written as much insurance as a year ago—some of the best companies have written more. There seems no doubt, indeed, that people are able to make such wise investments—for the companies also report satisfactory payment of premiums.

With the country, for once, earning more than it is spending—paying for what it has borrowed out of its earnings; with more work developing for the people, and the people alive to the need of spending wisely, there seems little to fear. Canada has a big part in the war, and has a huge task on her hands. But she has faced the unknown. She has put her house more in order. Her people are united. There seems nothing to fear—nothing except fear. It would seem only a lack of faith in the future, lack of appreciation of how good conditions are after all, which has kept trade, and the general position of the country, from being even better.



Canada "making good" as the granary of the Empire.

NOBODY DOWNHEARTED HERE.

(Continued from page 25.)

to the future with high hopes for good business.

FRED. T. SMYE,
Balfour, Smye & Co.
Hamilton, Ont., Aug. 15.

* * *

Editor Canadian Grocer:—While the past year has been one of anxiety to business men of all classes, we do not think that the dire consequences of the war, which were so generally predicted at its commencement, have been realized.

Our line, being confined exclusively to the grocery trade, we can speak only of that business, and judging from our own experience, we have no reason to suppose that the grocers have suffered to any serious extent.

Our trade, extending to every section of the Dominion, would naturally be affected by conditions in those different places, and we are pleased to be able to announce, that although in some few sections, mostly in the far west business has shown a slight falling off, yet on the whole our year's trade, while not showing the usual good increase experienced in all our previous years, has kept well up to that of the previous twelve months.

Payments have been entirely satisfactory, and the promised excellent crops in nearly all parts of our country must have an excellent effect on the business of the coming year.

London, Ont., Aug., 1915.
ROBT. WALLACE,
Manager of Battle Creek,
Toasted Corn Flakes Co., Ltd.

* * *

Editor Canadian Grocer:—In response to your enquiry of July 26th, it might be interesting to your readers to know what effect the war has had on "Nugget" Shoe Polish.

Let me first impress upon them the immense importance of the British Navy. Notwithstanding the German submarine blockade we have not lost a single tin of "Nugget" and our supplies are coming forward in the regular way.

The general condition of the houses we do business with seems to be remarkably good. Both wholesale and retail grocers have had a very large spirit of optimism ever since the war began and they are now being repaid by the confidence and stability of the trade in general.

We have had absolutely no losses from grocery houses and can honestly say that we are agreeably surprised at the amount of business we are doing at the present time which is far in excess of the same period last year and we are certainly not downhearted.

The "Nugget" Polish Co., Ltd.,
L. R. HOWARD,
Assistant Manager.
Toronto, Aug., 1915.

Lantic Sugar

as it is seen from the grocer's viewpoint

The "Lantic" Sugar advertising campaign—the newspapers, the magazines, and the bill boards, is nation wide. The whole country is aflame with the sailor boy and the Red Ball —the "Lantic" trade-mark.

Men, women and children have all learned what they represent —the finest quality granulated sugar that is produced. And this to you, Mr. Grocer, must mean nothing short of a market created for you right at your own door.

Why not take up the cue and step into this sugar business right now when the preserving season is at its height? You have the added advantage of the "something new," which always means a great deal when backed by such extensive publicity as we are carrying on.

Form a link between the preserving time demand and our extensive publicity campaign by showing "Lantic" sugar in your window. Show the attractively labelled packages and bags. (Send for show cards), make your "Lantic" sugar window displays bring business to all departments of your store.

Encourage your customers to buy "Lantic" Sugar in packages (or bags during the preserving season) and protect them from the feeling of uncertainty about what they're getting and at the same time protect yourself.



When a package or bag bears the "Lantic" trade-mark both you and your customer have the knowledge that you are selling and your customer is buying a sugar that is guaranteed both in quality and weight.

Start now to fill this ready-made demand by ordering "Lantic" Sugar.

Lantic *Granulated*

2 and 5 lb. Sealed Boxes; 10 lb., 20 lb., 100 lb. Bags

ATLANTIC SUGAR REFINERIES LIMITED

Montreal, Que. St. John, N.B.



FOLLOW THE LEAD

Dress your window with Lantic Sugar and catch the preserving-season business

The lead, as shown in the window trim above, is worth following, linking up as it does the desire-to-try created by the nation-wide "Lantic" Sugar advertising and the demand created by the preserving season.

The value of your window space is greatly enhanced as an advertising medium when the goods shown are seasonable and are advertised at every turn as is Canada's pure cane sugar —"Lantic."

From now on, throughout the summer, every window should call attention to "Lantic" Sugar. It's not necessary to devote the whole exhibit to sugar, for it can be shown with fruits of all kinds, with pickling spices, etc. A reminder at the right time is better than a big display out of season.

When each kind of fruit appears on the market trim up your window with a tempting display, making "Lantic" Sugar cartons and bags the centre unit.

Show "Lantic Sugar" signs in the background. In this way your store is getting the benefit of the "Lantic" Sugar advertising in the daily papers, the leading magazines, the bill boards, etc.

Follow the lead of the hundreds of grocers throughout the country who are showing "Lantic" Sugar in attractive exhibits as shown above.

Lantic Sugar

Cash in on "Lantic" Sugar Advertising

Lantic *Granulated*

2 and 5 lb. Sealed Boxes; 10 lb., 20 lb., 100 lb. Bags

ATLANTIC SUGAR REFINERIES LIMITED

Montreal, Que. **St. John, N.B.**

THRO' OTHER SPECTACLES

Needless Calf Slaughter.

(From Hide and Leather.)

In the July 10th, issue of Hide and Leather we published a timely article calling attention to the wastefulness of slaughtering calves and young lambs and suggesting that some action be taken to prevent this by legislation. The article stated that the high cost of meat is caused by the scarcity of cattle, and this depletion is largely attributable to the killing of so many young calves, which, of course, is true.

If any one will stop to study slaughtering statistics of these calves, and also consider the process of raising them, only then one will fully appreciate the costly waste that is going on.

To show this, let us take a small community of half a dozen farmers who invest in or own ten heifer calves. At the age of two years they commence to breed—one calf a year—and these calves will average half males and half females. In other words, they will produce a heifer every two years, and these in turn will follow in the footsteps of their mothers. At the end of two years we have fifteen, consisting of ten mothers and five calves. Then they commence to double in every two years. Thirty at the end of the two following years, sixty at the end of the fourth following year, 120 at the end of the sixth following year, 240 at the end of the eighth following year, and 480 at the end of the tenth following year.

Four hundred and eighty cattle in place of the ten calves! In addition, there have been raised the steers, and these sold as they matured at from $75 to $100 each, which is more than enough to pay for all the feed and care. This is ideal farming, of course, and may not always work out, but certainly will be much better than selling calves to be butchered.

* * *

Using Dummy Stock.

(From System.)

There are some businesses—the tobacconist's, for instance—where quantity of stock is a strong selling factor. Strange as it may seem, few men will go into a tobacconist's shop unless the shelves are well-stocked, although the variety of cigars, cigarettes and tobaccos may be very limited. In this particular case, in order that shelves may appear packed, boxes purporting to contain goods are often used, and effectively, too, for while one-fifth of the supply may be genuine and contain actual stock, the rest may very well be dummies.

There are other trades, too, where dummies are introduced in window dressing and in filling shelves. Tailors and dry goods merchants use dummy rolls which they surround with a few yards of dress materials, linoleums, or floor cloths. Grocers often make immense pyramids of certain specialties with a view of impressing buyers with the magnitude of the stock and presumably of their large sale for it. Yet not infrequently the greater portion of these canisters, jars or bottles are empty. Boxes of fruit and other supplies are also dummies, and hollow windows in which large stocks purport to be exhibited take the place of solid stores.

This plan is an important factor in impressing the public, and where dummies can be used satisfactorily without imperiling trade or deceiving customers they will be found most effective and economical by obviating the need of large stocks of goods which rapidly deteriorate in quality and appearance.

* * *

Business Men's Sunday.

(From Profitable Storekeeping.)

"Profitable Storekeeping" has launched a campaign for the adoption of the second Sunday in October each year as "Business Men's Sunday."

We believe that the celebration of such a Sunday every fall, by the clergy preaching special sermons of interest to business men, by their getting business men to preach lay sermons in their pulpits, by their asking commercial clubs and merchants' associations and clerks' societies to attend services in a body, is bound to result in a more closely united community in every instance, in a community where there is greater harmony and a stronger pull-all-together attitude.

Say, will you take this up with the clergy of your town, or bring it to the notice of one or more of them and suggest that it would be a good idea to try it out next October?

There is plenty of time to work it up and the ministers will take to the idea right away.

It is up to you to see that the two most potent forces for the development of your town, the church and the business interests, work together.

Don't put this off because it is early; do it now.

* * *

The Retailer Not to Blame.

(The Grocer, London, Eng.)

It is to be noted that co-operators are very busy urging the Government to bring about the national control of the distribution of food, and their parliamentary committee has already submitted to the Prime Minister a suggestion, "that maximum prices yielding a reasonable profit should be fixed by the Government as in the case of sugar." They have likewise urged members of Parliament to press the matter upon the immediate attention of the Government. It is not surprising that the Prime Minister has declined to receive a deputation upon the question.

The inference which the co-operators desire to have drawn is evidently that the shopkeepers are exploiting the public in the time of the nation's need. When we look at the prices charged by co-operators and remember that, in all the balance-sheets and annual reports of co-operative societies to-day, increases in the turnover are very prominently announced, with the subsequent explanation that this is due in the main to the higher wholesale prices of food, it will be seen that co-operators are not performing the philanthropic duties which they suggest to the uninitiated are part of their programme, but that they are taking advantage of all the higher prices in order to create increased dividends.

We strongly recommend all our readers to note the excellent example set by the Cardiff Grocers' Association. When the question of higher prices was raised by the Corporation of that city, that association promptly appointed two of its ablest members to put forward the case on behalf of the shopkeepers, with the result that the people of Cardiff have now had it made clear to them that it is not the retail grocer who is exploiting the public. It is desirable that all the meetings of interested societies at which resolutions attacking the shopkeeper are passed should be carefully watched, and the Government should be fully advised as to the unreasonableness of many of the proposals contained in

the highly sentimental but impracticable resolutions which are put forward.

* * *

The War and the Year.

(Boston News Bureau.)

We are now approaching the end of the first year of the war. What has been learned?

First, that the British Empire is a democracy: the government, from Egypt to India, from Canada to South Africa, from Ireland to Australia, existing for the people and not the people for the government. Nothing but such a war could have shown the unity of the British Empire or the loyalty of the people to themselves and the principles of their government.

Second, it has shown the unity and the patriotism of France.

Third, it has shown the independence of the Swiss: the simplicity and efficiency of their national defence.

Fourth, it has shown the character of the Dutch in Holland, their hospitality to their unfortunate neighbors, coupled with their rugged independence and self-reliance.

Fifth, it has shown the unity, progress, resources and reserves of Russia.

Sixth, it has shown the patriotism and progress of the nations of south-eastern Europe and the impotence of their old enemy, the Turk in Europe.

Seventh, it has shown the efficiency of the German military machine in which the organization and not the individual counts; it has shown Germany organized by Prussian militarism.

Eighth, it has shown that not the gun but the man behind the gun is the real thing; it has shown that the defence of human liberty, of human democracy is where it always was, with its human defenders.

The submarine is not yet the conqueror of the sailor and the warrior of the air is not yet the conqueror of cities.

The man in the trench, the warrior with his spade, is still the defender. He has not yet fallen, conquered by machinery, organization or military autocracy.

The man and not the machine is still to the front.

* * *

Not Gold, But Goods.

(Journal of Commerce, New York.)

Don't make the mistake of supposing that the United States is lending Canada forty-five million dollars in gold. Nothing of the sort. The Canadian Government, it is officially stated, will obtain the moneys of the new loan by selling bills of exchange drawn on New York. These bills will be bought by parties who will use them to pay debts which will become due in the United States as the result of business transactions there. What the loan transaction really means is that the United States will sell forty-five million dollars' worth of American goods, and take the Canadian notes in payment. This will be all right in a business way. But think of the shock to the nerves of many sensitive folk that must be caused by this extension of "truck and trade" with the neighboring States!

New Store Helps Summer Resort Trade

Business of A. F. Choate, Stony Lake, Increased Greatly—A Retailer With Wide Experience—Lay-Out of The Store Described.

Staff Correspondent.

THERE have been reports circulated to the effect that summer resort trade has not been good in some cases, due partly to the fact that United States people got the idea that passports were necessary to get them into Canada. However true this may be in general it is not true in so far as A. F. Choate, McCrackens Landing, Stoney Lake is concerned. Up to the middle of July business with him at his store there has been between $500 and $600 ahead of the corresponding period of last year and he only opened up there about the first of June. Mr. Choate conducts a general store in Warsaw, Ont., seven miles from above mentioned landing and opens the summer resort establishment during the summer months only.



A SUMMER RESORT STORE.
This is a view of the front of the new store of A. F. Choate, McCrackens' Landing, Stoney Lake.

The increase may be partly due to the fact that this spring he erected a new store in the anticipation of a good trade, and this, combined with good business methods developed during a long experience in retail trading, has no doubt aided in making the year so successful. It is larger than the old one and much more convenient.

The store has a wide verandah along the front and one side. In the front may be seen an opening where customers enter but where no goods are kept. The counters are broad and run along three sides of this opening as well as there being two extra counters in front of the verandah. This means that customers in this enclosure can conveniently see the goods all around them as the stock is compactly arranged on all sides and on shelves at the rear. There is, of course, an aisle all the way round the counter for the salesmen. Behind the rear shelving which is really a false wall is a passageway, across the end which is used as a warehouse. There are two doors, one on either side of the store. Drop windows and a drop door along the front, locked inside, close in the store at night.

The freight is landed at the dock a few yards from the store and as it comes all the way by water, low rates are secured in the summer months. It was only a few weeks ago that Mr. Choate was successful in getting the government to open a post office in his store at this resort. This means the drawing to this landing the people for their mail all of which naturally results in better business. He is Post Master at Warsaw, Ont., where his large store is located.

THE ROLL OF HONOR.

The body of Pte. W. M. Lindner, son of the senior member of Lindners Ltd., jam manufacturers, Toronto and Brampton, reached Toronto last week from England. Pte. Lindner had been a member of the Queen's Own before the war and when hostilities broke out he rejoined his company. On May 22nd, in an engagement he was wounded and succumbed to his injuries on July 5. His body was brought home to Toronto for burial. Prior to enlisting for active service he travelled for his father.

Canadian Grocer is in receipt of a copy of the Kent, England, Mid-weekly Express, which reports some contests of a "civil" character, in which members of the Second Contingent engaged in at Sandling. This shows that the winner of the running broad jump was Private Herman G. Morrow, who for some time was connected with the advertising staff of this paper, and who later was with Dunn & Hortop in Hamilton, Ont. Private Morrow, who is a member of "A" Company, jumped 20 feet, this feat being the only one of two referred to specially in the introduction to the list of winners.

Drummers' Snack at Georgetown

Another Successful Outing—Fine Concert and Splendid Array of Sports—An Innovation Put Into the Parade—Sufficient Prizes to Fill a General Store.

Special Staff Correspondence.



Snack snaps: 1—Pres. "Pop" Somerville and Past Pres. Geo. Campbell. 2—A parade scene. 3—Capt. Read (on the road for 45 years), and his two daughters. 4—The past president directing the procession. 5—(left to right), Geo. Campbell, Geo. Griffith, W. Wilder, A. Andre, "Billy" Meen, and a feminine visitor. 6—Miss Hill and Billy Meen's twin sons carrying the snack banner. 7—"Mike" Malone and "Bay" Hill looking for a cool spot.

GEORGETOWN, Ont., Aug. 5.—As regularly as the years revolve, the drummers hold their Snack in this pretty little village of Georgetown. On Friday and Saturday last the Drummers' Snack Club had their regular night and day of fun. There were all the customary frills, midnight fires, parades and speeches, humorous incidents, etc., which always mark the annual snack outing, with a few more added on for good measure. There was not a dull moment in the entire performance from the time the afternoon trains began to arrive on Friday until the last on Saturday evening took the "men of the grip" with their wives and families to their homes.

On Friday night a big open air concert was held in the park at which hundreds of people of the district were present. This was followed by a magnificent patriotic fire-works display; and then, as if the measure of fun were not yet filled, the young folks and some of the old ones, too, tripped the light fantastic in the drill hall of the park until the day was turned into morning. There are no better-hearted or more patriotic men in the country than the Drummers. The net proceeds of the big outing this year will be devoted to the work in Canadian Hospitals for wounded in Great Britain and at the front, and judging from the crowd present at the concert and sports on the last day, the contribution will be a fairly substantial one.

Geo. Campbell, traveller for the Pugsley, Dingman Co., who was president of the Drummers Snack Club during the past year, is to be congratulated upon the big success of the event. "Pop" Somerville of Hamilton is the new president, with Billy Mill, vice-president. Phineas McIntosh, the old reliable, is again secretary of the club.

To begin with, the concert on Friday night was, according to the best critics, the most excellent one of all the excellent concerts the club has put on here. There is a great deal of talent among the travellers themselves, and in addition to this the Club was again honored with the services of Margaret Park Wilson and Oliver Gardner and his male quartette. Under the canopy of blue sky and stars the big crowd enjoyed the entertainment to the fullest extent.

A Ball Game as Usual.

The Drummers' Snack Club is getting up in "sassiety." This year the soft ball game was supplanted by the real thing—the kind the big clubs play at Hanlan's Point. A team of travellers from Guelph undertook to play the rest of the world, and when the game was finally got going they made good their threat to trim them. Among the Guelph team are some real players and the way they carved up their opponents reminded one of the seats in the park grandstand. This was all accomplished despite the fact that the umpire was a second shortstop on the losing team. In the first innings Mr. Ump. threw out the third man at first when he saw that the innings was being prolonged beyond the dinner period. Anyway, to make a long story short, the Guelph team were the victors by some 8 to 3.

The big calithumpian parade, which has helped to make the past outings famous, was replaced this year by a patriotic event in which the school children took part. Headed by President George Campbell and the Georgetown band, some two or three hundred of them marched through the streets of the village to the park in the afternoon as a prelude to the games, races, etc., in front of the grandstand. Under the trees at a half-way house, they sang patriotic songs and waved flags. The innovation was surely a winner.

Many Feature Events

The contest events included, of course, the usual baby show. The officials were certainly wise in selecting a man the size of Capt. Read of Hamilton, who fearlessly faced his task, although he had a great deal of difficulty in securing an assistant. There were travellers' dashes, early call races, fat man's race, driving nail contest for women, threading the needle, boxing in barrels, a tug of war, etc., etc. In the travellers' hundred-yard dash event W. C. Wilder of Lindsay, traveller for Christie, Brown Co., lead the field, with Billy Dore second and George Arnold third. What we would ask of those who have attended the Drummers' Snack outing in the past, is a fat man's race without Sol Walters? Sol was absent this year for the first time since history began, and therefore this

year this contest had to be pulled off without him.

The tug-of-war event ended ingloriously for the travellers. The big men of Georgetown never gave them a chance. E. A. Andre of the Lipton Tea Co. put on a running contest for ladies and there are some 20 homes in and around Georgetown in which there is sufficient tea in the pantry to last them until the price comes down again. Assisted by "Billy" Meen, he also sent up several balloons. Geo. Griffith handled the megaphone in the judges' stand—his chief duty being to tell the people to keep off the track. Strange to relate, his voice was still in commission when the outing ended.

An Auto Battleship.

One of the features of the parade in the afternoon was the automobile of Billy Mill, the new vice-president. On his motor car Mr. Mill had erected a battleship, painted grey. There were the usual port-holes, smoke-stacks, etc., and some real live young sailors on deck. It was certainly appropriate for the occasion and the crowd regretted that it was built on too large a scale to enter the gate of the Georgetown Park. Mr. Mill secured a prize in the automobile contest in so far as the parade was concerned.

"Jim" Hooper and Michael Malone, together with a retinue of travellers, spent a busy day getting the runners started and seeing that the tug-of-war teams contained the proper number of men.

Every time the travellers come here they bring a sufficient number of prizes to start a general store. There were all kinds of eatables from cereals down to soap. There were dry goods, sporting goods, hardware and everything else on the calendar of the general store. However, when the smoke cleared away nothing could be seen on the prize stand but William Madill, "Pop" Somerville, Oliver Gardner and Billy Mill.

The liberality of the travellers was shown in the distribution of these goods. Everybody who took part in an event got something, and soap, shoe polish, base balls, cereals, etc., were thrown or distributed around the grounds all afternoon. It was a very busy day for Russell Smith in this regard.

Merchants Defeat Travellers.

It is customary each year for the president to donate two sets of bowls for bowling contests on the Georgetown green. There was a game between the Georgetown merchants and the travellers which was won by the former, and therefore the merchants of this town got a set of bowls. Billy Mill was the winner of the other set. George Campbell made the presentations.

It is a short year indeed in which the ranks of the club are not thinned more or less by death. Since the outing in July of 1914 Charles Silver and "Billy" Colville, two old, valued and respected members have passed away. At the annual meeting on Saturday morning, resolutions of condolence were passed to their families.

Col. Stoneman was again at the outing this year. He missed last.

The accompanying snapshots taken by the representative of Canadian Grocer give a supplementary idea of this unique annual outing which the Drummers' Snack Club has now held for about a quarter of a century.

Expenses of Cash and Credit Stores

Some Interesting Figures Showing What it Costs An Average Credit and Cash Grocery Store, as Well as a Large Credit Store, to do Business—Little Difference Between Credit and Cash.

SOME time ago Canadian Grocer showed some percentages bearing on the cost of doing business which brought out considerable facts. "System," of Chicago, recently went into the same problem basing their figures on both a cash and credit business. It would appear from their figures that there isn't such a great difference between the cost of doing business on a cash basis and a credit basis after all, if figures of a survey of the grocery trade to determine this important question made by System are to be taken as being authoritative and final. According to these figures, the difference in fact, is only a trifle over 2 per cent. In the first table submitted below, it is shown that the cost of doing business of an "average grocer" is 15.4 per cent. Here are the figures, compiled from a careful canvass:

An Average Grocery Store.

		%
Rent	$1,154.85 or	2.3½
Salaries	4,067.09 or	8.1
Advertising	351.48 or	.7
Heat and light	251.05 or	.5
Delivery	954.01 or	1.9
Supplies	150.63 or	.3
Insurance and taxes	200.84 or	.4
General expenses	150.63 or	.3
Depreciation and shrinkage	301.27 or	.6
Bad debts	150.63 or	.3
Total expense	$7,732.48 or	15.4

In arriving at this result, the percentage of cost is computed on the selling price and not on the first cost of the stock. In another "average grocery" the cost of doing business increased slightly. Here are the figures showing the percentage, but without an itemized account of the different items of expense:

Another Average Store.

	%
Rent	2.07
Salaries	7.96
Advertising	.83
Heat and light	.39
Delivery	2.03
Supplies	.37
Insurance and taxes	.58
General expenses	.45
Depreciation and shrinkage	.76
Bad debts	.47
Total % of expenses to sales	15.91

It will be noted that in both of these tables, the percentage of loss from bad debts is placed very low—much too low it would seem, being three-tenths of one per cent. and forty-seven hundredths of one per cent. respectively. The following table shows the overhead expense to be 14.5 for a "small cash grocery" which makes no deliveries:

A Small Cash Grocery.

		%
Rent	$ 291.92 or	2.7
Salaries	1,018.76 or	9.7
Advertising	21.62 or	.2
Heat and light	32.44 or	.3
Delivery	....	...
Supplies	21.62 or	.2
Insurance and taxes	43.25 or	.4
General expenses	21.62 or	.2
Depreciation and shrinkage	86.50 or	.2
Bad debts	....	...
Total expenses	$1,567.73 or	14.5

Adding 2 per cent. for delivery service, it will be seen that the cost of doing business on a cash basis is about the same as a credit store, though delivery costs are much higher. The larger the business, the more the percentage of overhead expense, according to the table below, containing figures on a "large credit grocery:"

Large Credit Grocery.

		%
Rent	$2,009.10 or	2.7
Salaries	6,771.40 or	9.1
Heat and light	223.23 or	.3
Delivery	2,232.33 or	3.0
Supplies	297.64 or	.4
Advertising	595.29 or	.8
Insurance and taxes	223.23 or	.3
General expenses	595.29 or	.8
Depreciation and shrinkage	744.11 or	1.0
Bad debts	595.29 or	.8
Total expenses	$14,286.91 or	19.2

If this "survey" of the grocery trade is to be accepted as being typical, it serves to demonstrate that the actual profits of the cash grocery are but little in excess of the credit store and that there is no more profit in selling goods for cash if the cash store is obliged to make deliveries. These figures appear to present an argument in favor of those adherents of the credit system as opposed to a strictly cash business.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

E. H. Balcom, general merchant, Port Dufferin, died recently.

The merchants of Sackville, N.B., held a Merchants' Day on Wednesday, July 28.

A special meeting of the Canadian Fisheries Association was held in Montreal on Tuesday.

S. R. Giffin, senior partner of S. R. Giffin & Son, general merchants, Goldboro, N.S., is dead.

The annual meeting of the Maritime Board of Trade will be held this year on Wednesday, August 18th, at Summerside, P.E.I. Secretary T. Williams, of Moncton, N.B., has received notices from various boards throughout the Maritime Provinces as to questions they would like to have discussed at this big meeting. Among the problems on the slate for discussion are a number affecting the Maritime Provinces in general. Representatives from the majority of boards throughout the Maritime Provinces are expected to be present. The present officers of the board are the following:—E. T. Higgs, Charlottetown, P.E.I., president; E. A. McCurdy, Newcastle, N.B., first vice-president; E. N. Rhodes, M.P., Amherst, N.S., second vice-president; T. Williams, P.O. Box 75, Moncton, N.B., secretary-treasurer.

A recent report from Newfoundland states that a scarcity of salt threatens to offset to a large extent the benefits to be derived by Newfoundland fishermen from the unusually large catch of cod along the northern and eastern coasts, and on the Grandbanks this summer. Because of the small catch during the past two or three years the importers this season reduced their orders for salt, which comes from Trapani, Scilly, and Cadiz, Spain. In addition, the war has caused delays to steamers bringing the salt. Practically all the salt on the island has now been distributed to the fishing ports. Although at least 15,000 tons additional is expected to reach this city during the next month, it will arrive too late to save a large amount of cod which is rapidly piling up at the various fishing centres.

Ontario.

Daniel Munro, grocer, Hamilton, Ont., died recently.

Wm. Leith, grocer, Toronto, has sold his Bloor Street business to A. C. McBrien.

Geo. Brickell, wholesale potato dealer, Toronto, died recently.

J. P. Kerwin, grocer, Dundas, Ont., has sold to Newton & Son.

Wm. G. Kirkpatrick, grocer, Toronto, is succeeded by F. L. Fair.

Barabe & Co., grocers, Fort William, Ont., have sold to the McKenzie Co.

Chief Constable Grassett, Toronto, has reported to the Board of Control that peddlers are permitted to call out their wares on the public thoroughfares, providing they do not shout too loudly. A complaint was forwarded to the board by a citizen. Some of these peddlers are certainly well supplied with lungs, and it would be interesting to know the exact degree of loudness permitted.

St. Thomas, Ont., Merchants' Association are arranging for a day of sports on Labor Day. Among these will be bicycle and road races. Ald. J. T. Webster, Mayor Johnson, J. Dowler, Ald. J. R. Martin, G. A. Ingram and Donald Fraser are included on the executive committee. The sports committee includes George E. Hill, Arthur Harbour, A. P. Conley, W. H. Murch, C. C. Raison, H. Paddon, A. E. Maxwell, H. Murray and C. R. Pincombe. The music committe is: Angus Taylor, Jos. P. Butler, R. Stirling and C. E. Raven; while E. G. Cooper is at the head of the advertising committee. D. H. McIntyre, R. H. Cook and S. Graham will be the canvassing committee. Other meetings will be held to complete the work of organization.

With the Hamilton, Ont., quota of the 76th battalion which left there this week went three employees of the Balfour-Smye Company, wholesale grocers, in the persons of Frank Nicholson, Stanley Allan and James Sterling. During the week the three were honored by the firm and their fellow-employees, when presentations were made to each by Fred T. Smye. Mr. Nicholson received from the firm a money belt and a sum of money, also a medicine case and emergency supply of medicine, and from the office staff a contribution of gold. Messrs. Allan and Sterling received gold wrist watches from the firm and a cigar case each from the warehouse staff. In making the presentation, Mr. Smye voiced the esteem in which each of the young men were held and the hope that they all might return in safety to their homes here at the close of the conflict.

Western Canada.

A. F. Shipley, grocer, Winnipeg, is succeeded by K. Peterson.

Grand & Gilfix, grocers, Winnipeg, are succeeded by S. Grand.

A. L. Courtney, general merchant, Sidewood, Sask., has sold to Albert Holshoe.

One of the oldest grocery stores in Saskatoon, Sask., changed hands recently, when R. H. Irwin, formerly of Halifax, took over the stock, fixtures and goodwill of George Jones, who for the last year and a half has been proprietor of the store at the corner of Fourth Avenue and Twenty-Third Street.

The contract was let for the Red Deer wholesale grocery establishment to Baird & McKenzie of that city for $15,000. The building is being built by Dr. John Collison, and will be leased to the Red Deer Grocery Sompany, with Nash Bros., of Grand Forks, as the chief stock holders. The lease is for ten years. The building will be 75 x 90 feet with a concrete basement.

The picnic of the Vancouver grocers to Bowen Island, July 28, was a splendid success. Those who had charge of the arrangements and to whom much credit is due were: W. H. Walsh, president; A. C. Bartig, vice-president; T. J. Corley, secretary; W. Miller, L. Gascoigne, A. Barker, E. A. Davy, A. A. Blain, C. Clark, J. A. Henderson, S. Pritchard; judges, C. Clark, A. A. Blain, J. A. Henderson; starter, W. Millar; linesmen, E. A. Davy, L. Gascoigne; baseball, W. T. Fergnson; music, C. Clark; publicity, T. J. Corley. The steamers Bowena and Britannia provided good accommodation for the 600 or so excursionists, and the trips to and from the island were not the least enjoyable features of the day. While luncheon was on the baseball match between teams from north and south of False Creek was played. This was won by the southerners, 10 to 9. After luncheon some patronized the merry-go-round and dance hall, while others watched the carrying out of the long programme of sports. The W. H. Walsh team won the tug-of-war for retail establishments for the third time, thus becoming permanent owners of the cup. The A and C team, however, gave them a good pull. The wholesale tug-of-war was won by the Schwartz Bros.' team, who defeated Malkin & Co. and F. R. Stewart & Co. The latter won last year.

Sudden Rise in Apricots

Flurry During the Week Advances Prices About One Cent—Quotations, However, Are Still Low—Mediterranean Dried Fruits Firming Up—Maple Sugar Advances—Tea Market Still Strong—Wholesalers and Sugar Refiners Discuss Sugar Matters—Active Spice Market.

Office of Publication, Aug. 5, 1915.

THE sugar market has remained unchanged now for some time and from present indications will not change in the near future. While the market is lower during the week in New York yet this is not likely to have any bearing on our prices. Competition is tending to keep down Canadian quotations—the chances are that had it not been for this feature they would have been higher at the present time.

Unless the Dardanelles are forced soon and peace made with Turkey in the near future, the Canadian market will have to do without Sultana raisins and Smyrna figs for the Christmas trade. As mentioned a week ago this is tending to firm up prices of Valencia raisins which are already only about half a normal crop, and also Californias which are advancing in sympathy due to the extra anticipated demand. There was a flurry too this week in dried apricots. Prices on these have been remarkably low and they took a sudden notion to advance going up first a half cent and then another similar amount.

The heavy storm that swept Ontario on Tuesday did a great deal of damage to grain crops and some fruits and vegetables. It is difficult to say exactly what effect it had on the growing bean crops but it certainly did not do them any good. A lot of corn too was knocked down and large quantities of apples are lying on the ground. Reports from some districts indicate some rot in potatoes on account of too much rain, but how serious this is has not been definitely determined. Branches of a good many fruit trees were felled by the fury of the storm which was one of the worst that Ontario ever realized. With the crops practically all out it was not a good time for such a commotion. The early spring or autumn would be much better.

QUEBEC MARKETS.

Montreal, Aug. 5.—It will be remembered that the crop of maple syrup and sugar was a small one this year. The market this week on maple syrup went almost out of sight, due to the above fact, as well as to a heavy demand from the United States for confectionery and for the manufacture of chewing tobacco, the demand for the latter being heavier than usual. Pure Beauce maple sugar, which ordinarily is quoted from 8c to 10c, is now quoted at 13-14c, and very little is to be had. Several cars are being held in Montreal at a very high figure, while one man in Quebec city has twenty-five cars, which is about all that is left.

From present appearances the opening prices on salmon this year will be fairly high, as the catch has been less than usual. Advices from British Columbia are to the effect that the total pack of Sockeyes in B.C. may not reach 400,000 cases, which probably will be insufficient to meet all requirements. Opening prices on Sockeyes and Pinks are expected in a week's time, and will be followed immediately by other prices.

SUGAR.—Price of refined went down in New York last week from $6.10 to $5.70, but this decline was not general. Canadian refiners were unable to follow suit, as it is claimed their prices are 40-50c too low anyway. Raws fell, but seem to be back to their former level, being offered at 3¾c. Local demand is small, only a hand-to-mouth trade being done. The reason for the New York decline is not very evident. Probably New York refiners were able to hold off, and some sellers were anxious to realize.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. carton	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

Markets in Brief

QUEBEC MARKETS.

FRUIT AND VEGETABLES—
- Corn arrives at 20c per dozen.
- Beans drop to 75c per bag.
- Good peas are getting scarce.
- Spinach jumps to 75c per box.
- First Canadian plums in.
- Decline in lemon prices.

PRODUCE AND PROVISIONS—
- Advance in price of No. 2 eggs.
- Much firmer butter market.
- Cheese firmer; prices same.
- Provision situation unchanged.
- Good demand for live poultry.

FLOUR AND CEREALS—
- Flour market weak and quiet.
- Flour demand hand to mouth.
- Big demand for all kinds feeds.
- Rolled oats market easier.

FISH AND OYSTERS—
- Trade inclined to be slow.
- Better demand from the country.
- Dore and trout not plentiful.
- Atlantic salmon prices down.
- Decline in brook trout prices.

GENERAL GROCERIES—
- Maple sugar prices out of sight.
- Shelled almonds in strong position.
- Brazil nuts maintain advance.
- Molasses prices still high.
- American beans offered reasonable.

ONTARIO MARKETS.

FRUITS AND VEGETABLES—
- Splendid holiday trade.
- Domestic peaches selling.
- New potatoes cheaper.
- Old potatoes a drug.
- Tomatoes lower.

PRODUCE AND PROVISIONS—
- Hogs are cheaper.
- Strength in butter market.
- Cheese a shade stronger.
- Poultry demand quiet.

FLOUR AND CEREALS—
- Advance in feeds due to shortage.
- Flour situation yet quiet.
- New Ontario wheat likely to depress market.
- Cereals quiet.

FISH AND OYSTERS—
- Scarcity of boneless fish.
- Fair call for dried and lake fish.
- Market generally quiet.

GENERAL MARKETS—
- Apricots advance a cent.
- Dried peaches firmer.
- Valencia raisins will be high.
- No Sultanas or Smyrna figs.
- Tea market firm.
- Sugar is steady.

TEA.—The India and Ceylon market remains quite firm, and there seems little chance of prices coming down. There is a rumor current, with what authenticity cannot be determined, that the Russian Government has bought much of the India tea crop in advance. It is now thought that the best values in Japans are going to be those on top. Those who bought tea around 25c and 26c are those who are going to score.

DRIED FRUITS.—Smyrna Sultanas are practically exhausted in first hands. There is a good demand just now for cleaned, which are scarce, and are realizing big prices. There is much talk about this year's crops, but transportation is likely to figure more than big or small crops. There is every indication of a high market for Valencia raisins; on the other hand, markets will be limited, and it is possible for this reason prices may be reasonable.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 08½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07¼
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12 lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 12½	0 15
Valencia, selected	....	0 09
Valencia, 4-cr. layer	....	0 09½
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 16 oz.	....	0 1[illegible]

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Shelled walnuts are moving freely, and are being sold to the wholesalers at a price retailers have been paying for a long time—32c. It looks as though good shelled walnuts are going to be scarce. A lot of mouldy stuff is arriving just now. Brazils, which advanced sharply two weeks ago, have maintained their high price, and are not likely to go back, as the new crop does not come in until spring. Peanuts up to the present have been slow for the time of the year, but an improvement is now being noticed.

Almonds, Tara	....	0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14
Shelled walnuts, new, per lb.	....	0 32
Shelled almonds, 28-lb. boxes, per lb.	0 34	0 35
Sicily filberts	0 12	0 13
Filberts, shelled	....	0 24
Pecans, large	0 18	0 21
Brazils, new	0 17	0 18
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—Practically none offering, and market as strong as ever. If there are no more offers, holdings in Montreal are bound to go higher. The trade is now waiting for Barbadoes to make offers. If there is no more, it is predicted that the price of molasses will be up to 60c before November 1, as stocks in Montreal are nothing to speak of. It is said there is not a wholesaler in Montreal who has a third the quantity he requires.

	Price for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	....	0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.	....	1 40
Cases, 2 lb. tins, 2 doz. in case	....	2 65
Cases, 5 lb. tins, 1 doz. in case	....	3 00
Cases, 10 lb. tins, ½ doz. in case	....	2 90
Cases, 20 lb. tins, ¼ doz. in case	....	2 85
Maple Syrups—		
New, pure, per 8½ lb. tin	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	....	1 15
Maple sugar, pure, per lb.	....	0 15

SPICES.—The market is irregularly active, few changes having taken place except in seeds and herbs. The temper of the market in America and abroad is hesitant and vacillating, reflecting uncertainty of political conditions. Celery seed stiffened on trade needs, and higher prices in France are being asked for new crop. Cummin seed is in wide demand. Sage is scarce, especially the better grades, and a sharp advance is likely on account of scarcity. Austrian supplies being cut off.

	5 and 10-lb. boxes	¼-lb. pkgs. dozen.	¼-lb. tins lb.
Allspice	—0 17	0 70—0 80	—0 24
Cassia	—0 23	0 78—105	—0 31
Cayenne pepper	—0 30	1 08—1 21	—0 36
Cloves	—0 41	1 21—1 31	—0 48
Cream tartar—45-55c.			
Ginger, Cochin	—0 19	——	——
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	1 00—1 15	—1 00
Nutmegs	—0 40	1 08—1 26	—0 75
Pepper, black	—0 20	0 90—1 00	—0 31
Pepper, white	—0 31	1 15—1 20	—0 40
Pastry spice	—0 23	0 95—1 20	—0 31
Pickling spice	—0 20	0 85—1 00	0 80—0 95
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 18	0 20
Cinnamon, China, lb.	0 22	0 25
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	....	0 19½
Pimento, pure	....	0 17

RICE.—It seems impossible to get prices from Europe of any kind. What is available is dollars per hundred too high for this market. They want $8 a bag for A.1 Patna rices.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 60
Lustre	4 10
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 60
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05¾
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09¾	0 10¼
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—There is little change in the coffee situation. Business is fairly good, and the trade has little to complain about.

DRIED VEGETABLES. — American beans have been offered in this market by an Ontario shipper, who sent a postcard to Montreal dealers, offering 2-lb. pickers at $3.35-3.40 and 3-lb. pickers at $3.25, delivered freight and duty paid, Montreal. Orders have been booked, but they were not filled, and the trade is wondering whether the proposition is bonafide or not. As far as Canadian beans are concerned, there seem to be none offering beyond a few cars. Shippers and growers are pretty well cleaned up. There are no good boiling peas free from bugs.

Beans—		
Canadian, 3-lb. pickers, per bushel	....	3 55
Yellow, per bushel	....	3 70
Yellow eyes, per bushel	....	3 70
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	....	3 35
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	....	2 85
Barley, pearl	....	4 50

CANNED GOODS.

Prospects are not too good for this year's salmon pack. Opening prices on Pinks and Sockeyes may be expected in about a week, the others following soon after. The total pack of Sockeyes in British Columbia does not seem likely now to reach even 400,000 cases, and may be insufficient to meet requirements.

Advices from packers are to the effect that the Naas River is poor, Skeena River about the same as last year, Rivers Inlet very good, better than last year, and will probably pack 20,000 to 30,000 cases in excess of what she did then. But this will probably not more than make up the shortage on the Naas and certain other localities where the run has been unsatisfactory. Catches on the Fraser are still poor, and there does not seem the slightest prospect of getting more than four years ago, where there were 58,000 cases—perhaps not as many as then.

In the case of Pinks, this is a short year in the best localities up North, and the quantity of really prime quality will be limited. There has been a keen demand from the United Kingdom for high grade Pinks.

A meeting of the directors of the Dominion Canners and the Montreal trade was held on Wednesday of this week, details of which are not available as yet. It was the general belief that at this meeting the open prices on the new pack would be decided, and that much firmer prices would be general. The effect of the holding company is already seen. A wholesaler who for months past has been selling tomatoes at 85c, now refuses to sell for anything less than 90c, claiming that he cannot replace his stock to sell for less. If he pays 80c in Ontario, they cost him 87c to reach his warehouse, and to make any profit he must quote at least 90c.

ONTARIO MARKETS.

Toronto, Aug. 5.—Wholesalers are not offering any complaints these days in reference to business conditions. Trade is as good as could be expected, considering the season and the general situation, and collections, particularly as far as the country districts as well as the small towns and others not depending too much on factories, are good.

One of the most interesting markets of the week is that on dried fruits, and this should be watched carefully. During the week apricots have firmed up about a cent a pound, and no one seems to be able to get at the bottom of it. California dried peaches are firmer in sympathy, and on account of the higher prices that we shall see on Valencia raisins, Californias are firming up. As pointed out last week, it is not likely we shall see any Sultana raisins on this market for Christmas. The Dardanelles are still unforced, and until they are and peace is made with Turkey, we cannot trade with the Turks. The same thing applies to Smyrna figs, and brokers are now negotiating for California figs to take their place in part.

Cables indicate that there will be no let up, in the near future at least, to the high tea prices. A cable reached Toronto Wednesday, which came through from Calcutta with some interesting statistics. On June 19 it was estimated that there would be an increase in tea production of some 7,000,000 pounds. On July 4 this was reduced to 4,000,000 pounds. July 16 the report was "unfavorable," and at the end of the month it was estimated that there would be no excess at all, the cable ending with the significant words "floods." And tea men state that the crop season is half over.

SUGAR.—Although sugar is weaker in the New York market, having in the case of some refiners declined during the week, there has been no change here. In fact, refiners say the situation is steady and inclined to be firm, considering what they have to pay for raws. Unless competition, therefore, becomes too keen there is not much chance for a decline.

During the past week there have been a couple of meetings of wholesalers in connection with the sugar situation. Representatives of the Ontario Guild met in the Board of Trade rooms on Saturday last to discuss the question of reduced rebates from refiner to wholesaler, and a meeting was arranged for between the wholesalers and refiners for Thursday in Montreal. Just what was the outcome of this could not be learned, as Canadian Grocer went to press before it was opened. There is some speculation going on as to what will be the result if a satisfactory agreement cannot be arrived at, some even hinting about price-cutting. But we shall have to await developments in so far as this is concerned. In the meantime sugar passes another week unchanged in price. In British Columbia and Calgary a decline of 10c has occurred.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
50 lb. boxes	7 11
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—Cables from India have been scarce during the week, but every indication points to the same conditions existing, as explained last week. That means the tea market has maintained its strength generally. Of course, during times like these, when the production of tea becomes profitable to the grower, there is a tendency to pick more leaves, thus getting a coarser grade. This does not provide as good a quality as many buyers require for their trade, and naturally has a tendency to firm up quality tea and ease off the coarser grades. Nevertheless there is apparently a firm undertone to the entire market, due principally to the heavy world demand. A tea broker showed Canadian Grocer a circular on India tea which pointed out that between April 1 and June 21 this year exports to all countries were a little over three million pounds in excess of last year. Later information may, of course, change this condition. This same broker maintained that good quality teas could not so far as he could see come down before October, and then the easing off would be but slight, if any.

Just before going to press, one large tea firm 'phoned to Canadian Grocer the receipt of a cable message, which came through their head office in the East, which indicated that the reported excess production estimate of 7,000,000 pounds made about June 19 has been reduced to no excess at all. On July 4 the estimate was cut down to 4,000,000 pounds, while at the end of the month it was reduced entirely, the cable intimating that floods had been the chief cause of this big reduction. This looks as if there will not be much cheaper tea for some time.

DRIED FRUITS.—Owing to the war with Turkey, Sultanas cannot be imported, and their place must be supplied in some measure by seedless varieties of raisins produced in California, with possibly a few real Sultanas from Greece or the Grecian Islands. No price can be obtained at present from these quarters, but they will certainly be high, and in all probability the English demand will absorb anything available at prices beyond reach of the Canadian trade in so far as European Sultanas are concerned. As to California production, supplies will be available, but probably at continually advancing prices.

The currant market in Greece has advanced during the present week one shilling per cwt. This advance is fully warranted because of the short supply of Valencia raisins and the total prohibition of the export of Sultana raisins, which will produce a very increased demand for currants. The whole situation points to high prices for all European dried fruits. The chief factors producing this result are: First, the entire prohibition of the export of Sultanas owing to war conditions. Second, the very short crop of Valencia raisins, and the fact that Australia, owing to short crop, has no raisins to export this year. Third, the largely-increased freight rates and the cost of war risk insurance.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09¾
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 60 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10

SPICES.—The market is active, with few changes, with the exception of seeds and herbs. The temper of the market here and abroad is hesitating, reflecting the uncertainty of conditions, and all the complicating tendencies of the past year are in evidence. The consumption in the United States is large and steady. The needs of many other large consuming markets must be filled in the States. The situation as to insufficient tonnage is as bad as ever, and will continue to be filled for some time to come on a certain cautious hand-to-mouth basis.

No change has been recorded on the coffee market during the past week. Such is the case with peppers, whites excluded. The white pepper market is inclined to be slightly easier. The mar-

ket on mace, nutmegs, cassia, ginger and paprika is unchanged.

Celery seed has stiffened rapidly on trade needs, and much higher prices in France are being recorded for the new crop. The carraway seed market is normal, with no decided turn.

On the herb market sage remains scarce, especially the better grades. This article is likely to se another sharp advance, its Austrian souree being bottled up by the Italian entry in the war. The balance of the market is normal and firm, with no reeent change.

Unless some unforeseen market appears for cream of tartar, whereby large dealers can seeure the necessary quantity to fill their demands, it is most certain that they will find it diffieult to fill orders in full. It is not so mueh a case of paying the price for erystals as it is to secure them.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, grouud	—0 10	—0 16
Allspices, whole	—	—0 15
Cassia, whole	—	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamou, Batavia	—	0 27—0 35
Cloves, wbole	—	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 75
Cream af tartar	0 25—0 35	0 45—0 50
Curry powder	—	0 30—0 35
Ginger, Cocbin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	—	0 25—0 30
Ginger, African, ground	—	0 14—0 18
Mace	—	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	—	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	—	—0 50
Pastry spice	—	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 21
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	—	0 35—0 37
Pickling spice	—	0 16—0 20
Turmeric	—	0 18—0 20

NUTS.—The filbert erop in Sicily this year is fair, while the same in Spain is small. The former is of more interest to Canadian buyers and the priee quoted from Sicily for October shipment would enable the goods to be marketed here for about 12 cents. Walnuts in Franee are very promising, but owing to the searcity of labor and high freight rates the expectation is that Marbots will be marketed at almost twelve cents and Grenobles at about fifteen cents, although no aetual priees have been reported by shippers. The 1914 crop of shelled walnuts for September shipment from France ean be sold by the trade here at about 38 cents. New prices for later shipments to arrive here in the early part of Deeember have not yet been quoted, but it is probable that the price will be about the same. The great diffieulty will be to find opportunity for shipment to bring the goods here in time for holiday trade.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	—	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	—	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

RICE, TAPIOCA AND SAGO.—Owing to the diffieulty in obtaining freight combined with the high rates and the small production as the result of internal disorders in the producing countries, ehiefly the Straits Settlements, the priee of tapioca is high and likely to be still higher. At present values here are 6½ to 7 cents, aeeording to grade. The rice market is firm.

Rice—		
Raugoon "B." per cwt.	—	4 00
Rangoon, per cwt.	4 00	4 60
Rangoon, fancy, per cwt.	—	5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	—	0 05½

COFFEE.—It is reported locally that Eastern coffee is hard to obtain owing to the fact that the nations at war are using their boats for war purposes, and that the number being used for shipping purposes is very small. The market is nevertheless dull, speeulation being slow.

Coffee, Roasted—		
Bogotas	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricaibo	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

BEANS.—Reports to the effect that the reeent rains have done eonsiderable damage to the Western Ontario bean crop will likely cause considerable speculation in the immediate future. Priees will undoubtedly advanee. Should further rains present themselves in any strength the crop may prove a complete failure. The situation is extremely serious.

Beans—		
3-lb. pickers, cwt.	3 40	3 50

BROOMS.—The market is unehanged to that of a month ago. A change in price is not expected till later in the fall, when the demand will likely inerease. The corn erop will be at hand by that time.

CANNED GOODS.—Sinee the Holding Company of Canned Goods firms was formed, new prices have been given out to the wholesale trade on tomatoes, peas and corn for spot stocks. These are still eomparatively low, although they will mean higher prices to the retailer than have prevailed, when eanned goods were being more or less slaughtered. No figures have been issued yet on early fruits and vegetables, such as berries and peas. Some members of the trade think these will be delayed this year, because the Holding Company will require some time to adjust matters.

MANITOBA MARKETS.

Winnipeg, Aug. 4.—Splendid crop weather at time of writing is engendering some of the old-time optimism in the West. Harvest will start about August 10, and will be general by August 15. The crops so far have sustained no damage worth mentioning from any cause, and it looks like a reasonable eertainty that the Canadian West will have more produce to sell than ever before in its history. At the same time, if too much of the erop is rushed to market in October it may have a depressing effeet on prices.

Generally the business outlook is encouraging, and though city trade continues dull, there is no laek of activity in the eountry, and demands for all staple lines will become more active during harvest and threshing.

There are price ehanges of importance to note in dried fruits, rices and in provisions, but on the whole the market keeps remarkably steady. Wholesale bakers redueed the price of bread at the beginning of the week, and retail grocers and others now sell a 5-eent loaf. This does away with the nuisance of the 6-eent loaf, finding change for which was a source of irritation to both vendors and eustomers.

SUGARS.—There is a better demand for sugars, as the preserving season is at hand, but the priee holds steady, and at present there is nothing here to indicate either an advance or deeline. Many dealers expect higher priees.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or iemg. boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 00
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 90
Powdered, 50s	7 45
Powdered, 25s	7 80
Iceing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 95
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Ieing sugar, boxes	7 00
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	8 60
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 03
B. C. Cane Syrups—	
2-lb tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34
Maple Syrups—	**Per case.**
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

DRIED FRUITS.—New season's crop of apricots and prunes are on the market, and prices are generally a little lower, and the pack, it is said, will be ample and of excellent quality. Bulk currants are up 1 cent per lb. Other lines of dried fruits are steady.

Apples, evaporated, new, 50's	0 08½
Apricots, choice, 25's	0 12

Apricots, choice, 10's		0 12½
Currants—		
Dry clean		0 07¾
Washed		0 08¼
1 lb. package		0 08⅞
2 lb. package		0 17⅝
Vostizzas, bulk		0 11
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1 lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 07¼
Choice, 25-lb. boxes		0 07½
Choice, 10-lb. boxes		0 08½
Raisins, Muscatels—		
3 crown, loose, 25's		0 09
3 crown, loose, 50's		0 08¾
Raisins, Valencias—		
Fine selected		2 50
Four crown layers, F.O.S.		2 35
Choice seeded, lb.		0 11¼
Fancy seeded, lb.		0 11
12-oz. packages, fancy		0 08⅞
12-oz. packages, choice		0 08¾
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10⅞
Fine		0 10¼
Prunes, in 25-lb. boxes—		
90 to 100		0 09¼
80 to 90		0 09½
70 to 80		0 10
60 to 70		0 10½
50 to 60		0 11
40 to 50		0 11½
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 13
3-crown, 10-lb. boxes, per lb.		0 12⅜
Glove boxes, per doz.		1 00
Cooking figs, taps, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—Prices are generally revised, top grades being a little dearer, and lower grades a little cheaper.

Rice and Tapioca—		
No. 1 Japan, per lb.		0 05
No. 2 Japan, per lb.		0 04¾
Sia, per lb.		0 03¾
Patna, per lb.		0 07½
Carolina, per lb.		0 08½
Sago, pearl, lb.		0 06½
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES.—Three-lb. pickers in beans are up 10 cents per bushel. Lima beans bag lots are 1 cent lower. There are no changes in barley or peas.

Beans—		
Canadian, hand picked	3 85	3 95
Three-lb. pickers		3 65
California Lima Beans—		
Bag lots		0 07½
Less than bag lots		0 08½
Barley—		
Pot, per sack, 96 lbs.		3 30
Pearl, per sack, 98 lbs.		4 30
Peas—		
Split peas, sack, 98 lbs.		6 00
Sack, 40's		3 02
Whole peas, bushel		2 90

NUTS.—

Nuts—		
Brazil, new stock		0 15
Tarragona almonds		0 19
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice		0 10
Pecans		0 22
Marbot walnuts		0 14½
Sicily filberts		0 13¾
Shelled almonds		0 41
Shelled walnuts		0 41

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, Aug. 5.—The sugar market is $7.35, a drop of 10c. Market has been bare. English vinegar in bottles shipment was received this week, the demand being brisk. This is the first shipment in six weeks. New currants have arrived. Onions and potatoes were shipped to Fiji Islands via S.S. Niagara, on Wednesday.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 35
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 21
EGGS—	
Local fresh	26 c
Extra selected	22½c
Vancouver Island	26 c
Lard, 3's, per case	8 75
Lard, 5's, per case	8 67
Lard, 10's, per case	8 60
Lard, 20's, each	3 05

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06¾c
Beans, Lytton	06¾c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evap. apples, 50's	08¾c
Flour, 49's, bbl.	7 75
Lemons, box	3 75 4 25
Potatoes, per ton	20 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	02 c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; Almonds	42 c
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1 s, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 13½c; Apples, lb.	08¾c
Prunes, 70-80, 25's, lb.	08¾c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	07 c
White figs, per lb.	06 c

ALBERTA MARKETS (CALGARY).

(By Wire.)

Calgary, Alta., Aug. 5.—Apricots are $1.10 crate, California grapefruit $4.50, Ontario blueberries $2 basket. Small white beans are up to 6¾c. Lard has declined 30 cents a case and sugar has dropped 10 cents. Future apricots show advance of 1 cent over quotations of last month. Ontario cheese, after dropping to 17 cents, is now firm at 17½c. Crops are coming along splendidly and retail business is good generally.

Fruits—		
Blackberries		2 25
Blueberries, Ont., basket		2 00
Cantaloupes, crate		5 50
Grapefruit, Cal.		4 50
Oranges, case		5 50
Lemons, case		6 25
General—		
Beans, small white Japan, lb.		0 06¾
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail		3 70
Rolled oats, 80s		3 30
Rice, Siam, cwt.		4 00
Potatoes, new, per bush.		0 85
Sugar, pure cane, granulated, cwt.		7 55
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.		0 17½
Butter, No. 1, dairy, lb.		0 20
Eggs, new laid, doz.		0 20
Lard, pure, 3s, per case		8 70
Lard, pure, 5s, per case		8 63
Bacon, smoked backs, per lb.		0 18½
Bacon, smoked bellies, per lb.		0 21
Canned Goods—		
Tomatoes, 3s, standard, case		2 55
Corn, 2s, standard, case		2 10
Peas, 2s, standard, case		2 10
Tomatoes, gals., case		2 00
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 00
Raspberries, 2s, Ontario, case		4 50
Lobster, ½s, per doz.		2 65
Salmon, finest sockeye, talls, 48xls, per case		10 00
Salmon, pink, talls, 48xls, per case		4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.		0 09½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 13
Pears ,choice, 25s, per lb.		0 14

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 5.—The local market shows hardly any changes. Dealers, however, expect drop in flour next week. They think Ontarios especially cannot stand without lowering much longer. There is little buying now except from hand-to-mouth. There is little interest in sugar situation with an unchanged market, but fairly firm. Sales are not as great as in other years on account of less preserving going on. High price berries is responsible, as well as sugar being high. Cornmeal, granulated, is a little higher. Cheese is lower at 15c to 15½c. Butter is more plentiful, dairy being 20c to 22c, and creamery unchanged. Eggs are quite plentiful. Strawberries are out, and raspberries and blueberries are coming in fair quantities. New potatoes are in good supply. Crop prospects are encouraging. American apples are $3.50 a bushel.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 50	27 50
Pork, domestic, per bbl.	25 00	27 50
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 12¾	0 13
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.		5 35
Cornmeal, ordinary		1 85
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		7 15
Rolled oats, per bbl.		7 50
Oatmeal, standard, per bbl.		8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box		4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel		0 80
Strawberries	0 11	0 14
Sugar—		
Standard granulated		6 80
United Empire		6 70
Bright yellow		6 60
No. 1 yellow		6 30
Paris lumps		7 60
Lemons, Messina, box		
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 47½	0 48
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 08¾	0 09
Rice, per cwt.	4 25	4 50

NIAGARA CAMP COFFEE VINDICATED.

A few weeks ago a representative of Canadian Grocer visited the camp at Niagara-on-the-Lake and obtained some samples of goods being supplied to the soldiers there. Among these was a sample of coffee. This was submitted to two coffee men in Toronto, one of whom stated that it contained, acording to his test some 25 per cent. chicory, while the test of the other showed no chicory whatever. The opinions of these men were published in our issue of July 23rd. In justice to the firm that supplied coffee to the Niagara Camp the remainder of the sample was submitted to Thomas Heys & Son, consulting chemists, Toronto for expert analysis and their verdict has been given that there was no chicory in the sample.

The following is the report of Thomas Heys & Sons to Canadian Grocer:—

The Canadian Grocer:—We hereby certify that we have made an examination of coffee received from you for chicory, finding as follows:

Chicory — none.

Toronto, July 28th, 1915.

THOS. HEYS & SON,
Assay & Analytical Chemist.

Canadian Peaches and Plums Selling

Montreal Wholesalers Offer Lemons Cheaper—Canadian Tomatoes Lower—New Potatoes Drop And Old Ones Are Not Much Called For—Fruits Have Been Selling Well.

MONTREAL.

FRUITS.—The first Canadian plums of the year arrived on this market this week, and were offered to the trade at 35c. for 6 qt. baskets, and 65c. for 11 qt. baskets. There were more new apples offered this week, but the price was a little higher, being 1.75-2.50 for bushel baskets—Duchess and Yellow Transparent. Apples will be cheaper as soon as Canadian apples arrive, of which there are a few already, though small. Bananas are quoted the same as for several weeks—2.25-2.50 per bunch, depending on the size. Blueberries are down to 14c. per qt., and the demand is heavy. Gooseberries are quiet. Lemons dropped this week to $3 per crate, and going fast. Oranges—late Valencias—sold as high as $5, which is a big price for oranges, and is likely to continue until the new crop arrives in November. Peaches are selling well in crates of 6 baskets, 2.25. There was a drop in raspberries to 14c., and are expected to go lower. Red currants are quoted 65-70c. Strawberries are done, at least very few offering. Cherries are cheaper. Peaches are arriving in baskets 11 qt. and 6 qt., 75c. and 40c. respectively.

Apples—		
New apples, busbel basket	1 75	2 50
Bananas, bunches	2 25	2 50
Blackberries, 11-qt. baskets	....	0 75
Blueberries, per qt.	....	0 14
Grapefruits, case	....	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Gooseberries	....	0 10
Lemons—		
Messina, Verdelli, extra fancy, 300 size	....	3 00
Limes, box	....	1 25
Oranges—		
Valencias, Cal., late, 126-250	4 00	5 00
Pineapples, 18-24 and 30-36	....	3 50
Peaches, box	....	1 40
Peaches, crate 6 baskets	....	2 25
Pears, new, box	3 00	3 25
Plums, box 4 baskets	....	2 00
Raspberries, qt.	....	0 14
Red currants, per basket, 11-qt.	0 65	0 70
Cherries, 6-qt. baskets	....	0 35
Cherries, California, 11-qt. basket	....	0 80
Cantaloupes, box of 45	....	3 50
Apricots, box	....	1 75
Watermelons, each	0 40	0 50

VEGETABLES.—A big drop took place this week in the price of potatoes, which are now quoted at 50c. per bag—a drop of 30c. per bag. This, however, was due to too many arrivals this week, and the price will be up again. Corn is the new arrival on the market. It is small, and brings 20c. per doz. A decline has taken place in the price of beets, which are now offered at 35c. a doz. Beans also took a drop, both wax and green; they are now quoted at 75c. a bag. Carrots are down to 20c. a doz. Good peas are getting scarce, the crop being practically finished; price quoted is 1.00 per bag. Spinach is also getting scarce, and the price has jumped to 75c. per box. Mississipi tomatoes are off the market. American 11 qt. baskets are selling for 60c.

Beets, new, doz. bunches	....	0 35
Beans, wax, Montreal, per bag	....	0 75
Beans, green, Montreal, per bag	....	0 75
Cabbage, Montreal, per doz.	0 40	0 50
Carrots, new, doz.	....	0 20
Cauliflower, Canadian, doz.	....	2 00
Celery, Montreal, doz.,	0 40	0 75
Corn, doz.	....	0 20
Cucumbers, fancy, doz.	....	0 40
Head lettuce, doz.	....	0 25
Curly lettuce, doz.	....	0 15
Mushrooms, 4 lbs., basket	....	2 50
Onions—		
Montreal, doz. bunches	....	1 00
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 15
Peas, sack	....	1 00
Peppers, green, 3½-qt. baskets	0 50	0 60
Potatoes—		
Montreal, new, bag	....	0 50
American, new, bbl.	....	2 50
Radishes, doz.	....	0 10
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	....	0 75
Turnips, new, doz.	....	0 20
Tomatoes, 11 qt.	....	0 60
Tomatoes, hothouse, lb.	....	0 15
Tomatoes, Montreal, box	....	2 25
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—The demand for fruit this year has been great. The huge demand on Saturday for the holiday on Monday, completely upset local fruit markets, in so far as prices were concerned. Up to late Tuesday afternoon the market was still unsettled. White flesh peaches continue to arrive from the Niagara district and are selling at 20 and 25 cents per half basket and 50 and 55 cents per large basket. Canadian plums are becoming more plentiful and are selling at 40 cents per large basket. These new fruits are of splendid grade and the demand for them is surprising.

Raspberries on the market are rather soft as the result of the recent rains.

Canadian apples which are on the market are a poor grade and the Virginias still hold the sale.

Apples, new, imported	1 50	1 75
Apples, Delaware, bus.	....	1 50
Bananas, per bunch	1 50	1 90
Blueberries, basket	1 25	1 50
Blueberries, 11-qt. basket	1 25	1 50
Cocoanuts, sack	4 00	4 25
Cberries, Can., 11-qt. basket	0 50	0 60
Cberries, extra choice, black	0 85	0 90
Currants, red, box	0 05	0 06
Currants, black, 6-qt. basket	0 65	0 75
Cantaloupes, case	4 00	4 50
Cantaloupes, Can., 11 qt. basket	0 75	0 80
Gooseberries, small, 11-qt. basket	0 40	0 50
Gooseberries, large, 11-qt. basket	0 75	1 00
Grapefruit, Cuban, case	4 00	4 50
Grapes, Cal., case	3 75	4 00
Oranges—		
California Valencias	4 50	5 00
Lemons, new, Messina, box	4 00	4 50
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 90	1 50
Peaches, Georgia, 6 basket	2 50	2 75
Peaches, Canadian, ½ hasbet	0 20	0 25
Peaches, Canadian, large basket	0 45	0 50
Pears—		
California, Bartlett, box	....	3 00
Plums, Canadian, ½ basket	0 25	0 40
Plums, Canadian, large basket	0 50	0 60
Pluns, box	1 25	1 75
Raspberries, box	0 08	0 10
Watermelon	0 50	0 60

VEGETABLES.—The local market is quiet. Canadian tomatoes are easier, selling at 1.25 to 1.50 per 11 quart basket. The tomato supply is rapidly increasing and lower prices will likely be manifested within a short time. On Saturday vegetable prices stiffened slightly but eased again after the holiday. Many dealers report that large amounts of vegetables are rotting while in stock, owing to the poor demand. Should the market continue to be slow lower prices will likely be reported. Such an action would mean a huge loss to many dealers who have expected a rush in business.

Despite the fact that new potatoes are much cheaper than in previous seasons, wholesalers continue to chop down the price and they can now be purchased at 55 and 60 cents. per bag. The grade of these new potatoes is by no means poorer than in the past; in fact they are superior if anything. It is almost impossible to sell old potatoes at any price.

Asparagus, Canadian, baskets	....	1 50
Beets, hamper, doz. bunches	0 20	0 30
Beans, wax, basket	....	0 40
Cabbage, new, crate	0 20	0 35
Cauliflower, hamper	1 50	1 75
Cabbage, crate	....	1 25
Carots, new	0 15	0 25
Celery, doz.	0 25	0 50
Cucumbers—		
Slicing, hothouse, basket	0 75	0 90
Canadian outdoor, basket	0 50	0 60
Egg plant, doz.	....	1 50
Mushrooms, 6 qt. basket	1 50	1 60
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
American	1 00	1 10
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Green peppers, basket	....	0 60
Green peas, Can.	0 25	0 35

(Continued on page 45.)

Good Catches of Atlantic Salmon

Reaction Occurs in Price—Brook Trout Easier—Boneless Fish Scarce in Toronto—Dried and Lake Fish Demand Only Fair.

MONTREAL.

FISH AND OYSTERS.—Due to the exceptional hot weather and the general exodus of city people to cooler spots, the trade in the Metropolis has been slow, and the turnover a little reduced. The country demand has been better, as the summering places, hotels, boarding houses, etc., have ordered in pretty fair quantities. From now until the end of the month, the trade is expected to be in the same mood; i.e., of a hand to mouth nature. Supplies of all kinds are quite ample for wants and no advance or reduction in price is probable. In lake fish, dore and trout are not so plentiful, and prices are likely to stiffen. Atlantic fresh salmon has been caught in such quantities lately as to create a reaction in prices. Brook trout is also coming in a little more freely, and is sold at a little lower price. Oysters, clams, scollops, shrimps and lobsters are dull, and without any new feature.

TORONTO.

FISH AND OYSTERS.—Boneless fish continue to be extremely scarce on Toronto markets while the demand for them is good. The sea fish market is quite slow, while in Montreal Atlantic fresh salmon, despite a reaction in price, the demand is encouraging. Local dealers state that it is impossible to secure a first-class sea fish this season and consequently the prices continue to decrease. The demand for dried fish is fair, as is the case with lake fish.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2	
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best sbrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each.	0 40	0 40
Sealed, best select, quart cans, each.	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11 —12	12 —13
Haddock, fancy, express, lb.	4 — 4½	8
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	6	7
Salmon, Western	15 —16	14 —16
Salmon, Eastern	14 —15	16½—17½

FRESH LAKE FISH.		
Carp, lb.	0 07	....
Pike, lb.	0 07	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout	0 11	9—10
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	.12—13	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

FRUIT AND VEGETABLES.

(Continued from page 44.)

Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, bag	0 55	0 60
Potatoes, Virginias, bbl.	....	2 50
Parsley, basket, 11-qt.	0 15	0 25
Radishes, doz.	0 10	0 15
Tomatoes, Canadian, 11-qt.	1 25	1 50
Tomatoes, Can. hothouse, lb.	0 14	0 16
Lettuce, leaf	0 15	0 20
Lettuce, Boston, head, small, doz.	0 50	0 60
Lettuce, Canadian, head, doz.	0 30	0 40

WINNIPEG.

FRUITS AND VEGETABLES.—Oranges are getting scarce, and are up in price 25 to 50 cents a case. Plums are at $1.50 to $1.75. Peaches and apricots $1.25 to $1.35. Old potatoes are off the market. New native lines are plentiful and of tip-top quality.

Fresh Fruits—		
Valencia oranges, case	5 25	5 50
California lemons	5 00	5 50
Washington apples	....	2 50
California cherries	....	2 50
Cocoanuts, dozen	....	1 00
Mississippi tomatoes, case	....	1 50
Peaches, case	1 25	1 35
Plums, case	....	1 75
Apricots, case	1 25	1 35
Bartlett pears	....	4 00
Red currants, 24-qt.	....	2 50
Tomatoes, 4 in case	....	1 00

VEGETABLES.—

Vegetables—		
Beets, per lb.	....	0 02
Mint, per dozen	....	0 25
Radishes, per dozen	....	0 15
Onions, per dozen	....	0 15
Cabbage, per lb.	....	0 12½
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Mushrooms	....	0 85
Carrots, per pound	....	0 03
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 90
Rhubarb, per lb.	....	0 01½
Australian onions, crate	....	4 00
Cauliflower, per dozen	....	1 25
Spinach, per lb.	....	0 03
Asparagus, dozen	....	1 25
Garlic, lb.	....	0 40
New potatoes, pound	....	0 02
Bermuda onions, crate	....	1 75
New beans, pound	....	0 12½
New peas, lb.	....	0 05
New turnips, lb.	....	0 02

RECENT CUSTOMS DECISIONS.

Appraisers' Bulletin, No. 1,143, has reached Canadian Grocer from the Department of Customs at Ottawa, dealing with decision in regard to specific foodstuffs and allied articles, in so far as the tariff on them is concerned.

Custard powders, not containing sugar, are declared to be dutiable under tariff item 141. Babbitts cleanser, containing 2½ per cent. soap, has been declared to be dutiable under tariff item 252.

Butter Market Shows Strength

Scarcely Any Quotable Change, However—Better Demand Reported from England—Cheese Also a Shade Stronger—Egg Receipts Falling Off in Montreal, and Prices Are Firmer—Poultry Quiet.

MONTREAL.

PROVISIONS.—The local hog market remains steady, with a fair trade going in dressed stock. The warm weather of the past week or two has had a marked effect on the trade in smoked and cured meats, which have been moving out freely. Prices remain the same. The lard market is fairly active, with a steady demand.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	**Per bbl.**	
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	29 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12½
Tubs, 50 lbs. net	....	0 13¼
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 13
Pails, tin, 20 lbs. gross	....	0 13
Cases, 10 lbs., tins, 60 in case	....	0 13¼
Cases, 3 and 5-lb. tins, 60 in case	....	0 14½
Bricks, 1 lb. each	....	0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—One of the features of the produce market this week is a stronger feeling in the butter market, offerings in the country selling at much higher prices. This is attributed to a better demand both here and from England. Receipts compared with the same week last year are very low. Quotations are unchanged.

Butter—		
Finest creamery	....	0 29
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—A firmer feeling in this market, which developed some days ago, has been maintained, despite the fact that stocks are large, and demand from Europe only fair, except for better class goods. Prices to the trade remain the same.

Cheese—		
Old make	....	0 22
New make	0 16	0 17
Old specials, per lb.	....	0 [illegible]
Stilton	0 17	0 18

EGGS.—A falling off in receipts is noticed, and Montreal wholesalers have advanced their prices on No. 2's 2c. per doz. to 19-20c. The demand for domestic consumption being for smaller lots, the volume of business being done is not so big. Demand for export is small, and taken all round, business is quiet.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 19	0 20

POULTRY.—There is a fairly good demand for live poultry, but not for frozen stuff. Ducklings are offered at 25c. per lb. dressed, but few coming in. Live ducklings are worth 15c. and ducks 14c. Wholesalers are getting 35c. for old pigeons, and 50c. pair for squabs. Live fowl are selling for 16-18c. and fresh fowl 18-20c.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 13	0 14
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Spring broilers, dressed, pair	0 75	1 00
Squabs, pair	0 50	0 60
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	....	0 16
Turkeys	0 15	0 16
Ducks, old	....	0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 15	0 17
Broilers	0 19	0 21

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending July 31, 1915	13,127	75,550	8,344
Week ending Aug. 1, 1914	16,231	60,773	7,977

TORONTO.

PROVISIONS.—During the past week there has been no important change on the provision market. The prices of hogs both live and dressed have again declined. They can now be purchased at $8.65 and $11.75 respectively. Bacon quotations are unchanged while the demand is fair. Backs are firmer, advancing 1 cent on a constant demand.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 24	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 11¾	0 12¼
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10½	0 [illegible]
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—The butter market is unchanged. The demand for dairy butter remains good. Dairy butter supplies are slightly less owing to the fact that considerable amounts of cream are being sent to the cheese factories.

Butter—		
Creamery prints, fresh made	0 27	0 29
Bakers', lb.	0 20	0 22
Dairy prints, choice, lb.	0 22	0 24
Dairy solids, lb.	0 21	0 23
Spring broilers	17 20	24—26

CHEESE.—Trade on the local market is about the same as that of last week. Cheese is not much in evidence on the English markets as no recent war orders have been received.

New, large, per lb.	0 15	0 15¼
New, twins, per lb.	0 15¼	0 15¾

EGGS.—There is nothing important to report on the egg situation with exception that the supply is good. Prices are unchanged from a week ago.

Eggs—		
Specials (in cartons), doz.	0 24	0 27
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY.—The demand for old fowl is rapidly declining owing to the fact that broilers are slowly becoming

cheaper. The supply of the young fowl is gradually increasing as are ducklings. Business is slow.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	16
Spring broilers	17—20	24—26
Turkeys	..—..	20—25
Ducklings	13—15	16½—17½

HONEY.—The market is quiet and prices are unchanged. The supply is normal.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 13

WINNIPEG.

PROVISIONS.—Lard prices are a little easier, as is cheese. Cured meats are generally steady and in fair demand. Eggs are ½c lower, and jobbers are handling them at 14½c. Butter is steady at last week's prices. The market is well supplied in all lines.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	....	0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 13¼
Pails	....	2 77
Cases, 5s	....	8 47
Cases	....	8 56

BUTTER.—

Creamery	0 26	0 28
Best dairy	0 19	0 21
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	....	0 14½

CHEESE.—

Cheese—		
New, large	....	0 14½
New, twins	....	0 15
Manitoba	....	0 14

POULTRY.—

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

The Yorkton Fruit and Produce Co., wholesalers, Yorkton, Sask., are changing their name to the Yorkton Grocery Co., Ltd.

EXPECT WEEKLY HALF HOLIDAY.

The Retail Employees' Organization of British Columbia is making a strenuous campaign to obtain a weekly half holiday throughout the province. The last issue of the "Retail Employee" published by this organization contained several appeals for this concession from employers. One article shows a number of views of camping and outing scenes which would be available to the clerks if they were given this weekly half holiday. A paragraph from the last issue reads as follows:—"Readers, never lose sight of the fact that the Retail Employees' Organization was formed, and is at present being maintained, to obtain a weekly half holiday. This organization has been working for two and a half years, and there is every reason to believe that the victory will be ours before another year has passed. At all events, we shall know definitely when the holiday will be inaugurated."

THE ADVANCE IN PRICES OF FOOD STUFFS IN GREAT BRITAIN

As compared with July last, prices of cereals and meat in England were at the end of June 42 per cent. higher, and other food products, including tea, sugar, coffee, butter and tobacco, showed an increase of 22 per cent. Canada, of course, is principally interested in the prices of cereals and meat. Our exports, which in Canada are classified under the head of the "produce of animals," and those under the head of the "produce of the fields," are sent very largely to the United Kingdom. From month to month there has been a steady increase in exports under both these heads, and during the latter months of the present year, when our crop is ready for market, there will be still larger increases. Although prices of cereals and meat in England fell off slightly in June, there is no possibility of the decline continuing until the level of last July is reached. The probability is that prices will remain very much as they are at present. Producers as well as distributors of the food products of Canada will, therefore, be very much interested in the review of prices in England since the beginning of the year, which we have adapted from tables prepared by The Economist of London. These figures will indicate clearly that Canadian producers are likely to get a high price for what they produce, which in turn will favorably affect business. At present it would appear that the Dominion as a whole will have as the result of the present crop a larger proportion of foodstuffs to ship than has been the case for many years. The proceeds of this output, at the higher prices, will materially assist in bringing business back to normal.

***CEREALS, MEAT AND OTHER FOOD PRODUCTS.**

Week.	Wheat Per Qr.	Barley Per Qr.	Oats Per Qr.	Flour 280 lbs.	Beef S lbs.	Mutton S lbs.	Potatoes Good English Per ton	Rice Rangoon Per cwt.	Sugar Per cwt.	Tea (1) Per lb.	Tea (2) Mid. good Per lb.	Coffee Per cwt.	Butter Per cwt.	Tobacco Per lb.
1915.	£ s. d.	£ s. d.	£ s. d.	£ s. d.	s. d.	s. d.	£ s. d.	s. d.	s. d.	d.	d.	£ s. d.	£ s. d.	d.
Jan. 2	2 4 4	1 9 10	1 6 6	2 1 0	6 2	6 8	3 17 6	12 6	..	8⅛	9¾	2 12 6	7 12 0	11¾
Jan. 9	2 6 2	1 9 7	1 6 5	2 3 0	6 2	6 8	4 2 6	12 6	14 7	8⅛	9¾	2 12 6	7 12 0	11¾
Jan. 16	2 8 9	1 10 5	1 7 6	2 6 0	6 4	6 10	4 2 6	11 0	14 7	8⅛	9¾	2 12 6	7 12 0	11¾
Jan. 23	2 11 6	1 11 3	1 8 10	2 6 0	6 4	6 8	4 10 0	11 9	14 7	8⅛	9¾	2 12 6	7 12 0	11¾
Jan. 30	2 12 8	1 12 5	1 9 10	2 7 0	6 4	6 8	4 12 6	11 10½	14 7	8⅛	9¾	2 12 6	7 6 0	11¾
Feb. 6	2 13 3	1 13 7	1 10 3	2 10 0	6 4	7 2	4 15 0	11 10½	15 0	8⅛	9¾	2 12 6	7 4 0	11¾
Feb. 13	2 14 8	1 14 7	1 11 1	2 12 0	6 4	7 2	5 0 0	12 0	15 0	8¼	9¼	2 12 6	6 19 0	11¾
Feb. 20	2 16 0	1 14 11	11 5	2 13 0	6 4	7 6	5 2 6	12 0	15 0	8¼	9¼	2 12 6	6 14 0	11¾
Feb. 27	2 16 0	1 15 3	1 11 8	2 13 0	6 4	7 8	5 0 0	12 0	15 0	8⅝	9¼	2 12 6	6 13 0	11¾
March 6	2 15 11	1 14 6	1 11 8	2 11 0	6 4	7 8	5 0 0	12 4½	15 0	8¾	9¼	2 12 6	6 19 0	11¾
March 13	2 14 8	1 13 5	1 11 0	2 11 0	6 4	7 8	5 0 0	12 4½	15 0	8¾	9¼	2 12 6	7 7 0	11¾
March 20	2 13 9	1 12 2	1 10 7	2 12 0	6 2	7 6	5 0 0	13 0	15 0	9¼	11¼	2 12 6	7 7 0	11¾
March 27	2 14 3	1 11 11	1 10 6	2 12 0	6 6	8 0	4 17 6	11 10½	15 0	9¼	11¼	2 12 6	7 1 6	11¾
April 3	2 14 6	1 11 9	1 10 6	2 11 0	6 4	8 0	4 17 6	12 0	14 9	9¼	11¼	2 12 6	7 0 0	11¾
April 10	2 14 9	1 11 3	1 10 4	2 11 0	6 6	8 4	4 17 6	12 1½	15 9	9¼	11¼	2 12 6	7 0 0	11¾
April 17	2 15 4	1 10 10	1 10 5	2 11 0	6 6	8 6	4 17 6	12 1½	15 9	9¼	11¼	2 12 6	7 3 0	11¾
April 24	2 16 5	1 11 5	1 10 11	2 12 0	6 8	8 0	4 15 0	11 10½	17 6	9¼	11¼	2 12 6	7 3 0	11¾
May 1	2 18 3	1 12 7	1 11 5	2 13 0	6 8	7 6	4 15 0	11 10½	17 6	9¼	11¼	2 12 6	7 5 0	11¾
May 8	3 0 5	1 13 3	1 12 4	2 14 0	6 10	7 6	4 7 6	11 10½	16 6	9¼	11¼	2 12 6	7 10 0	11¾
May 15	3 1 7	1 14 0	1 12 5	2 14 0	7 0	7 6	4 12 6	11 10½	16 6	9⅛	11¼	2 12 6	7 16 0	11¾
May 22	3 2 0	1 14 1	1 12 8	2 14 0	7 4	8 2	4 17 6	11 10½	17 0	8½	11¼	2 12 6	7 16 0	11¾
May 29	3 1 11	1 14 8	1 12 7	2 13 0	8 0	8 2	4 15 0	11 10½	6 0	8½	11¼	2 12 6	7 9 0	11¾
June 5	3 1 9	1 15 4	1 12 5	2 12 0	8 4	8 2	4 15 0	11 10½	16 0	8½	11¼	2 12 6	7 6 0	11¾
June 12	3 0 1	1 14 5	1 12 4	2 10 0	8 4	8 2	4 10 0	11 10½	16 0	8½	11¼	2 12 6	7 7 6	11¾
June 19	2 16 1	1 14 3	1 11 9	2 8 0	8 0	8 0	4 5 0	12 4½	16 0	8½	11¼	2 12 6	7 10 6	11¾
Juue 26	2 12 0	1 14 4	1 11 9	2 4 0	7 10	7 8	4 5 0	12 10½	16 0	8½	11¼	2 12 6	7 12 0	11¾

*Flour quotations are for town-made hou seholds; beef, prime; mutton, prime; rice, Rangoon; sugar, cane, West Indian syrups; coffee, good average Santos; butter, Danish; tobacco, mean price Virginia leaf, common to fine.
(1) Common tea; (2) Middling good.

Flour Market Waits for New Wheat

Few Changes of Late But New Winter Wheat Should Have Bear Influence on Winter Wheat Flour—Feeds Advance Due to Flour Mills Not Being Busy—Cereal Situation is Quiet.

MONTREAL.

FLOUR.—There is hardly any change in the situation: if anything, the market is weaker. Trade continues on a hand to mouth basis. Dealers will not buy flour in large quantities until they know that the market has decided on a radical change. They will not buy as long as present conditions exist. Wheat took a big tumble last week, but came back; thus things are very uncertain, and the dealer hardly knows what to do. Millers will not likely lower their prices on spring wheat flour until the price of wheat comes down considerably. First patents are quoted at 7.10, seconds at 6.60, and strong bakers' at 6.40, prices which have prevailed for several weeks.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 90
Strong bakers	6 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 30	6 50
90 per cent. in wood	5 90	6 10
90 per cent., in bags	2 75	2 85

CEREALS.—An easier feeling was observed in the market for rolled oats this week on account of the sharp decline in prices for the raw material, but no changes in prices were made.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15
Rolled Oats—	90's in jute.	
Small lots	3 25	3 35
25 bags or more	3 15	....
Packages, case	....	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	3 86
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 60
Rye flour, bag	3 20
Barley, pot	2 75

FEEDS.—"Selling like hotcakes," is the expression used by one of the trade in regard to feed, and the remark applies to bran, shorts, middlings, and the low grades. It is stated that millers are not disposed to sell feed unless the purchaser is willing to take flour as well; which shows that the mills are loaded up with flour. Prices continue the same, $26 for bran, $28 for shorts, $33 for middlings.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	28 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—Although prices have varied considerably during the past week, local dealers claim that when the situation is closely viewed a slight improvement is noticeable. A deciding favorable change cannot be looked for till new wheat flour arrives on the market. Buyers are anxiously awaiting for this, and a boom is expected when the new flour arives.

As the result of an unsettled wheat market during the past week conditions are uncertain but it is anticipated that the market will remain steady till western wheat is available. First patents are quoted at 7.00, in car lots; second patents at 6.50, the same price as a week ago, while strong bakers in car lots has been shaded about 10 cents to 6.30.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 30

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	5 70
90 per cent.	6 00	5 60
Straight roller	6 00	5 60
Blended flour	6 20	5 80

CEREALS.—There is little demand for winter cereals on the local market. This is not a surprise to dealers as July and August are the two slow months for this business. The market is practically unchanged from last week. Rolled oats are quoted at 3.15 to 3.35.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 25
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

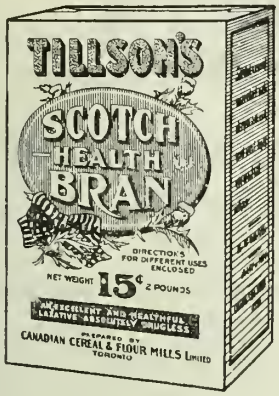
FEEDS.—There is a splendid demand for feed on Toronto markets at present, and consequently an all-round increase in the price has been made. The large demand has been caused partly by the rumour to the effect that the supply is limited. Unfortunately, this rumour is true and is the result of the poor demand for flour and the closing up of several mills. A favorable change is looked for when new wheat arrives.

Too much rain in Western Ontario is interfering with early harvesting. In the Canadian West in some places farmers fear frost before cutting as the weather is already far colder than is customary for this season.

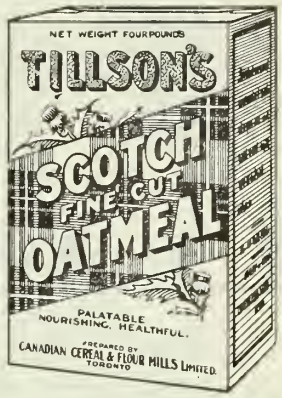
Bran has advanced to $27.00, shorts to $29.00, middlings to $34.00 and wheat moulee to $38.00.

Mill Feeds—	Mixed cars, per ton	
Bran	26 00	27 00
Shorts	28 00	29 00
Middlings	33 00	34 00
Wheat moulee	37 00	38 00
Feed flour, per bag	1 90	1 95
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

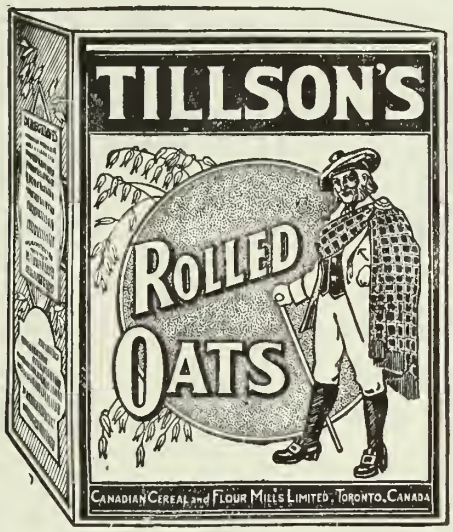
The Vancouver Retail Grocers' Association recently passed a resolution, which will be forwarded to the City Council, voicing the grocers' displeasure at peddlers and any others not legitimate producers occupying stalls at the city market. It was pointed out by F. W. Welsh, that if the grocers did not take some action in this regard at the present time, the local market would no doubt develop into a gathering place for Orientals, as he said was the case in the cities just over the border. It was declared that but few stall holders were producers. The association expressed itself in sympathy with any move to help the producer, but they were very displeased with the renting of market stalls to peddlers. The association is to establish a credit reporting system similar to that of the Canadian Credit Men's Trust Association. This, it was stated, would be the means of saving the retailers many hundreds of dollars in the course of a year by furnishing each subscriber with a report of all bad pays, etc. T. J. Corley, the secretary, is to establish the system.



5 TRADE BUILDERS



Quality
Then Price
Our
Standard



Ask
Your Jobber
He Stocks
Them



CANADIAN PRODUCTS

Made in Canada by

Canadian Cereal and Flour Mills

LIMITED

TORONTO - - CANADA

We Solicit Export Business

CABLE ADDRESS: "CANCEREAL"





IT HOLDS DOWN THE DUST

Standard Floor Dressing holds down the dust on the floor and kills the disease-carrying germs which abound in dust. By preventing the circulation of dust in the air, it keeps your stock clean and bright looking.

STANDARD Floor Dressing

is a sanitary agent and a floor preservative; stops the warping and splintering of floors and improves their appearance.

Stores, offices, warehouses, etc., form a field for the sale of Standard Floor Dressing which has proved profitable for many grocery stores. Its use on your own floors will be its best advertisement. Supplied in gallon and five-gallon lithographed cans; also half-barrels and barrels.

MADE IN CANADA

THE IMPERIAL OIL COMPANY LIMITED

BRANCHES IN ALL CITIES

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

ROYAL BAKING POWDER

Absolutely Pure

A liberal stock of "ROYAL BAKING POWDER" on the grocer's shelves is as staple as gold. This value lies in the knowledge of consumers everywhere that "Royal Baking Powder is Absolutely Pure."

Fully Guaranteed



It is easy to sell an article which is in constant demand. Royal Baking Powder is known all over the world and will pay you more and surer profit than any other baking powder.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK













All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



Make Sea Foods a Bigger Business Producer

The amount of business you do depends entirely on the quality of the goods you are handling. Inferior lines will never give you a big turnover or produce satisfied customers.

Stock only quality goods, which will boost your canned sea food business and attract the best class of trade to your store.

You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

"Brunswick Brand" is a big factor in creating year-round sales.

Connors Bros., Limited

Black's Harbor, N.B.



Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 24
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s. B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs.	$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 [illegible]
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 00
Half gallons, each, retail each $18	14 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ¼s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

California and Georgia Peaches

Bartlett Pears and Plums

Cantaloupes

in cases and flat crates.

A full list of local Fruits consigned to us from the growing centres. Selections carefully made.

White & Co., Limited
TORONTO

Wholesale Fancy Fruits and Fish.

TOMATOES
Coming Strong

We can talk to you on 5 baskets or a car lot of choice Canadian Tomatoes.

Picked nearly ripe for Ontario market and on green side for far East or West trade, so as to arrive in prime condition.

Wire, 'phone or write for prices and quantities.

Also offering, in smaller quantities,

Silver Skin Pickling Onions
Green Corn, and Peaches

THE ERIE CO-OPERATIVE COMPANY LIMITED
Leamington Ontario

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

For Your Particular Customers Buy

"Aurora"

The Extra Fancy California Valencia Oranges

J. J. McCabe
Agent
TORONTO

Everybody Wants More

Sterling BRAND

Orangeade

Sales keep climbing and climbing as the temperature goes up. Not only is Sterling Orangeade cooling to the tongue and irresistibly pleasing to the taste, but too much of it cannot be taken. Sterling Orangeade is a most beneficial beverage. Folk just can't resist its delightful flavor. A few cases will last no time. Get your jobber to supply you to-day.

T. A. Lytle & Co.
LIMITED

Sterling Road TORONTO

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85
Clark's Peanut Butter—Palls 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls. 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90
List Price.

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited

ST. CATHARINES

Quality and Service

The combination most desired by the fruit trade. Large receipts of all varieties of small fruits and vegetables enable us to give you only the very best shipping stock. Let us demonstrate the above.

Raspberries, Montmorency Cherries and **Black Currants** will be the big lines this week. Don't wait any longer to get your trade supplied.

Peaches, Pears, Plums, Cantaloupes are all very fine quality. Our prices are right.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH and NORTH BAY

No. 9

Old Uncle Ben

(Canada's 105-year-old Pioneer)



HELD UP AT QUEENSTON

"Right down near the place where that recent fatal street car wreck happened not long ago, I was held up by a patrol of British soldiers one day just after the Fenian raid, and they searched me for weapons, thinking I was a 'Yankee Spy,' or some such, but it was lucky for me, I suppose, that I didn't happen to carry anything more dangerous than a plug of tobacco and a few dry biscuits.

"Those days we young shoemakers, called journeymen, used to make pretty good money, but we lived up to it and roved around from one place to another quite a bit. I was heading back toward Toronto at the time. The soldiers didn't keep me, for I guess I looked harmless and couldn't do much damage with a plug of chewing.

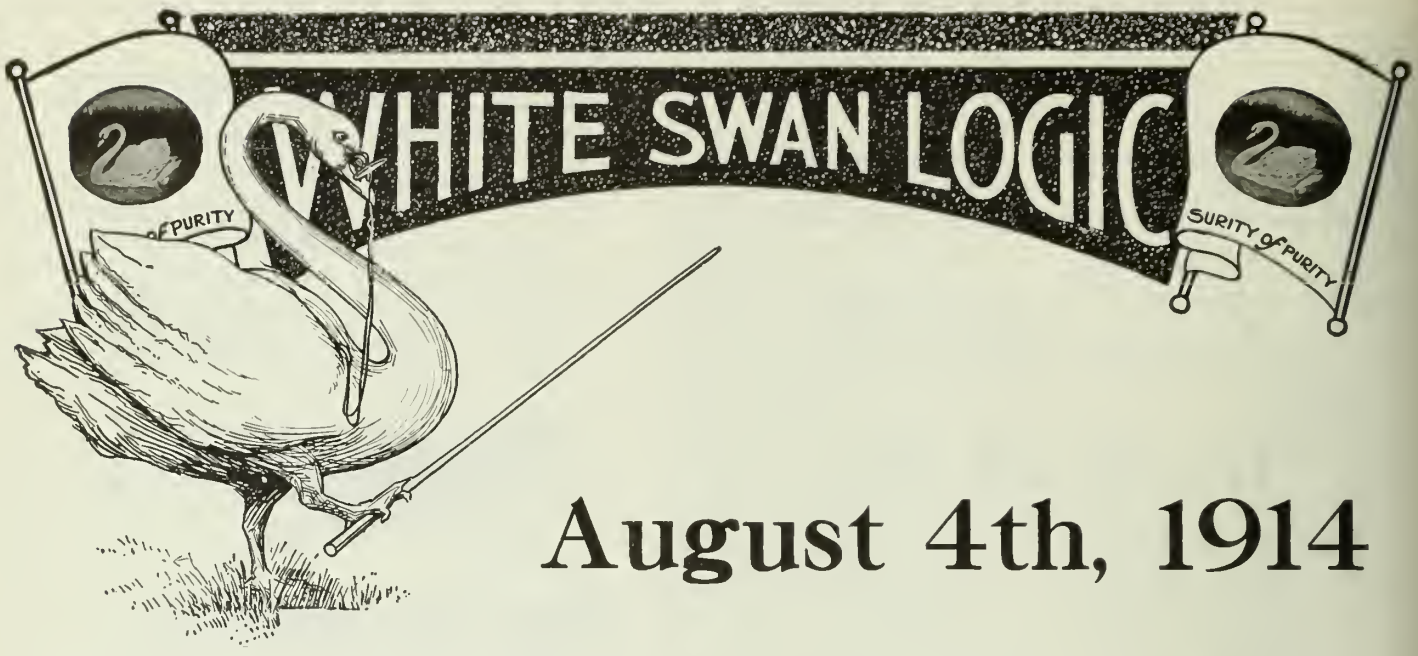
"No, it wasn't King George, nor anyway near as good, if I can recollect right. **King George** has a flavor that's not found in any other tobacco—that's why I always chew it."



P.S.—No grocer's tobacco department is complete without King George's Navy.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg



August 4th, 1914

This was the day that Great Britain declared War on Germany. The suddenness of the "Bolt from the blue" dazed some of us and filled most of us with a panicky horror. We believed at first that the end of everything had come, and some of us acted like it.

Fortunately the majority of business men —with typical Canadian courage—had such a firm belief in Canada that it could not be shaken, and it stood the test.

The year of war just passed has been a year of noble efforts—tremendous tasks met and overcome—of sacrifices and undaunted courage. But best of all, it has been a year of success—a year for big men and big deeds.

No country has anything on the Canadians for brains and ability to carry out their obligations—even the Canadian soldier has clearly demonstrated that on the battlefield.

No matter whether the war ends to-morrow or ten years from to-morrow, one thing is certain—no one will gain anything by sitting and waiting for things to happen.

For the first time in history Canada's foreign Trade is beginning to show a favorable balance—in other words, Canada is exporting more goods than she imports.

If you have confidence in the future—SHOW IT!—and your Trade will have confidence in you.

The Western Canada crop alone is estimated to be worth over $400,000,000. With the farmers prosperous you will find prosperity knocking at your door. Money will get into circulation and Trade will be brisk.

The "made in Canada" movement is a wonderful undertaking, and if ever there was a time in the history of this country of ours when we Canadians should Trade amongst ourselves as much as possible and keep all the Trade we can within our own borders, that time is now. If all Canadians carried out this principle there would be a quick return to prosperity.

Let us go forth into the coming period with a new determination to make more of the opportunities that are before us.

Canada of to-day is a bigger Canada.

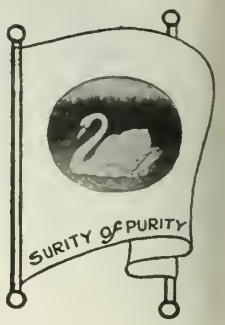


We produce more grain—we manufacture more commodities—our industries have grown and our exports have increased enormously.

WE WILL GROW.

White Swan Spices & Cereals Ltd.

156 PEARL ST. TORONTO, ONT.



To STUART'S Belongs The "Better" QUALITY

Despite the high cost of sugar you will find the same high Standard of Quality in Stuart's Pure Jams has been kept up. True, our prices are slightly advanced this year, but this by no means covers the increased cost to ourselves, and, comparing with other brands—quality for quality—we have no hesitation in declaring STUART'S to be the best value on the market.

Already we are entirely sold out of No. 12 Strawberry, but are still in a position to supply limited quantities of 16 oz. and pails in this line.

Look into your requirements **now** and give us your order. Later on you will have reason to bless your foresight.

STUART LIMITED

SARNIA, ONT.

AGENTS:— Dingle & Stewart, WINNIPEG Fearman Bros., HAMILTON R. S. McIndoe, TORONTO
Howe, McIntyre & Co., MONTREAL Langlois & Paradis, QUEBEC Angevine & McLauchlin, Truro, N. S.



Sales, Sanitation and Display

Look all through this paper and see if you can find any piece of **selling equipment** to equal this Fruit Display Stand for sales results, or for the uplift in the appearance of your store. It would have to be some store that this modern stand would not improve in appearance and sales.

Write to-day for pamphlets and terms.

THE METAL CRAFT COMPANY
GRIMSBY, ONTARIO, CANADA



If there's anything a woman resents it's to be handed a poor soap, and conversely, she appreciates a good one. That's why most grocers for years have suggested WONDERFUL to the hard-to-please. They know it is sure to bring re-orders. Wonderful Soap could help you wonderfully too. Stock up Now.

Guelph Soap Co.
Guelph, Ont.

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
Kelway Langport England
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES.
WRITE TO-DAY

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal



Have No Hesitation
in recommending to your best customer
'Bluenose' Butter
It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.
SOLE PACKERS.
SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

BLACK JACK
QUICK
CLEAN
HANDY
¼-lb. tins—
3 doz. in case



TRY IT
SOLD BY ALL JOBBERS

IT IS IMPORTANT!
If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through
Canadian Grocer
143 University Avenue, Toronto

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—1 4-FT. REFRIGERATOR SHOW case, 1 300-acct. McCaskey register, 1 vegetable spray display stand, all in good condition. Apply Sutherland & Robertson, Brandon, Man.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

FOR SALE — GROCER'S SET "ONKEN Younits" window display outfit. Oak. Make variety window trims. Cost $40. Price (delivered), $20. T. A. Shanks, 1281 Fairfield Road, Victoria, B.C.

WANTED

WANTED — SECOND-HAND COMPOSITE Can Closing Machine, for closing spice cans. Write to Box 102, Canadian Grocer, Toronto.

SITUATION WANTED AS GENERAL STORE or grocery clerk by young Scotchman having Canadian experience. In small town or village preferred. Apply Box 103, Canadian Grocer.

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

TRAVELLER WITH A1 CONNECTION, EAST of Toronto to Halifax, with wholesale grocery trade, open for immediate engagement. Best of references given and required. Address Box 105, Canadian Grocer, Montreal.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers in the country. Exceptional opportunity for high-grade men with real selling ability. For particulars, write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

SPECIAL NOTICE—RESPONSIBLE AGENTS are wanted in every town of Ontario, for the sale of our effervescent Radium water, a natural mineral water of Montreal, superior to all imported waters. Liberal terms, samples on demand. Apply: Viauville Mineral Springs, Notre Dame and 1st Avenue, Viauville, Montreal.

ACCURATE COST-KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

ACTIVE PARTNER WANTED

Conversant with the grocery business, to invest $2,000 or more in manufacturers' agency conducting a jobbing grocery and confectionery business. Present business has been conducted as a limited company for the last four years. Partner preferred, who has ability to look after office end of business. Advertiser to look after selling end. Present business located in a growing community of 60,000 people. Correspondence solicited from those who mean business only.

Address Box 106, Canadian Grocer, Toronto.

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

Phone 5 R 5, Jordan Sta.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada

TORONTO

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

MAPLEINE

The Master Flavor, rich and mellow.



Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

ALLISON COUPON BOOKS

Minimize the Risk of Loss on Credit Accounts and bring in the money quicker—two mighty good arguments. Installing the Allison Coupon Book System in a store that has credit gives the same result as adding more capital to the business—and Allison Coupon Books cost almost nothing.

HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect his note or extend credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

Yes, The Outlook for business is cheerful

Our President and many others say so in this issue.

Good News, Is'nt It?

Let us rejoice! We invite you to drink a bottle of our Vichy Lemonade, "LA SAVOUREUSE" Brand, to the future of the Grocery Business.

Send us your letterhead, and you will receive a **Pint Bottle** by return mail.

No better thirst-quencher! No less harmful drink on the market.

BECAUSE

it is made of Natural Vichy Water with fresh lemon juice and pure cane sugar added. (Bottled in France.)

N.B.—One clerk in each grocery can get a sample if asked for on his firm's letterhead.

Yours for the mere asking.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul Street West, MONTREAL

INDEX TO ADVERTISERS

A

Allison Coupon Co. 61
Anchor Cap & Closure Corp. of Canada 6
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 60
Atlantic Sugar Refineries..34 35

B

Baker & Co. 10
Balfour-Smye & Co. 12
Benedict, F. L. 60
Betts & Co. 13
Bickle & Greeniug 56
Borden Milk Co. 3
Bradstreets ....

C

Canada Sugar Refining Co.. Inside back cover
Canadian Cereal & Flour Mills Co. 49
Canadian Salt Co. 4
Chase & Sanborn 1
Church & Dwight 9
Clark, Ltd., W. 7
Classified Condensed Ads. ... 61
Cleave & Son 1
Codville Company 15
Coles Mfg. Co. 11
Comte & Cie. 60
Connors Bros. 52
Crescent Mfg. Co. 61

D

Dominion Canners 5
Duncan & Co. 15

E

Eckardt, H. P., & Co. 55
Erie Co-operative Co. 53
Escott & Co., W. H. 16
Estabrooks Co., T. H. 17
Eureka Refrigerator Co. ... 19

F

Fearman, F. W., Co. 56
Freeman Co., W. A. 8

G

Gibson, W. T. 61
Gnelph Soap Co. 59

H

Hamilton Cotton Co. 13
Hargreaves (Canada), Ltd... 9
Heinz Company 8
Hillock & Co. 13
Horton-Cato Co. 6

I

Irish Grocer 60
Imperial Oil Co. 50

K

Kelway & Sons 60

L

Lambe & Co., W. G. A. 16
Laporte, Martin, Limited .. 62
Leeuw, Henri de 16
Lemon Bros. 53
Lytle & Co. 54

M

MacLareu Baking Powder Co. 50
MacNab, T. A., & Co. 16
Magor, Son & Co. 20
Malcolm's Condensing Co.... 51
Mann, Laurie & Co. 60
McAuley, W. J. 16
McCabe, J. J. 53
McVitie & Price 1
Measam, George E. 16
Mennen Chemical Co..Back cover
Metal Craft Co. 59
Millman, W. H., Sous 16

N

Natioual Licorice Co. 8
Niagara Fruit Growers 13
Nickel Plate Polish Co. 60

O

Oakey & Sons, John 61

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd. ... 16

R

Robinson & Co., O. E. 60
Rock City Tobacco Co..... 57
Royal Baking Powder Co... 51

S

Salada 19
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Proctor 60
Smith & Son, E. D. 11
Star Egg Carrier Co. 20
Stevens-Hepner, Ltd. 8
Stirling & Young 16
Stuart, Limited 59
St. Lawrence Sugar Refining Front cover
Symington & Co. 12

T

Tippet & Co., A. P. 2
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited ..... Inside front cover

U

Upton Co., T. 57

V

Veno Drug Co. 4

W

Waddell Preserving Co. 17
Wagstaffe, Limited 14
Walker, Hugh, & Son 57
Warren Bros. & Co. 19
Watson & Trnesdale 16
Wellington Mills 61
West India Co. 4
Western Salt Co. 11
White & Co. 53
White, Cottell & Co. ..... Inside back cover
White Swan Co. 18
Wiley, Frank H. 16
Woods & Co., Walter 53
Wright, Layman & Umney.. Inside front cover

GROCERS

We are offering you our **COOK'S GEM BAKING Powder,** which we claim and prove to be second to none on any market.

Write for our samples and prices, or if possible, call and inspect our factory.

See the conditions under which this splendid brand of powder is made and be convinced of the absolute **CLEANLINESS** and **HYGIENIC PRINCIPLES** which we maintain.

THE MacLAREN BAKING POWDER COMPANY, LTD.

41-45 Lombard Street
TORONTO

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness—it compels people to think of you.—*Galveston News.*

Books You Ought to Have

Grocer's Encyclopedia

It is impossible lu the small space at disposal to give anything but a vague idea of the tremendous field covered by the "Grocer's Encyclopedia," containing as it does full information on every article handled by the grocery and provision trade, and hundreds of trade "pointers" which are of practical value in buying, selliug and caring for goods. An encyclopedia of all foods that you have ever seen or heard of. Food dictionaries in English, German, French, Italian and Swedish. The most complete descriptive wine list ever compiled.

1200 subjects, 500 illustrations, 80 full-page color plates, 748 pages, 11 x 8½ inches in size; printed ou fine calendered paper and strongly bound in heavy buckram.

Price only $10.50, Delivery Prepaid.

"The color pages alone are worth the price. Words are unable to do the work justice."—New England Grocer.

Digest *of the* Mercantile Laws of Canada

Have you any outstanding accounts you wish you could collect? This book will show you HOW. It is a ready reference for merchants and their assistants in their daily business.
Based on Dominion aud Provincial Statutes and Court Decisions. Indorsed by barristers, sheriffs, magistrates and conveyancers, and recommended by the Ontario Institute of Chartered Accountants. "Digest of the Mercantile Laws of Canada" is used by more accountants, bankers and business firms than any other work on the subject.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, and Appendix of 16 pages, containing a synopsis of the Land Titles Act, has been added to the regular edition, thus constituting a special "Western Edition."

Eastern Edition, Price - - - - - - - $2.00
Special Western Edition - - - - - - 2.50

Grocery Advertising

By William Borsodi

To the merchant or clerk who wants to put "punch and personality" into his window display cards or advertising copy, he cannot do better than consult the pages of this excellent book.

It contains suggestions for special sales, bargain sales, cash sales, etc., which should be of inestimable value to the go-ahead grocer, also ideas for catch lines or window cards, and many hints for the preparation of real, live advertising copy. In addition there is a collection of short talks, advertising ideas, and selling phrases used by the most successful grocery advertisers.

Price $2, Postpaid.

No progressive grocer or clerk should be without this book of unquestioned merit.

An Asset to Your Business

Not until you have these books on your library shelf will their worth to your business be fully appreciated. Each book in its particular line supplies just the information you want. They have been chosen by the publishers of Canadian Grocer as being the best treatise of the respective subjects published at the price.
On receipt of remittance we will forward the book desired. Look over it and examine it carefully and if you are not fully satisfied with the purchase, return the book within five days and the amount sent will be refunded.
When remitting by cheque make same *payable at par,* Toronto.
All orders payable in advance.

Store Management Complete

By Frank Farrington

Dealing in a thorough mauner with all subjects relative to the capable management of the average store. It is a book that should be in the hands of every merchant and his clerk.

Thirteen Chapters, 252 pages brim full of sound business logic that can be put to practical use every working day of the year. The different subjects treated are as follows:—

The Man Himself—Where to Start—Store Arrangement — The Buying End—The Store Policy—Clerk Management—Leaks — The Store's Neighbors — Working Hours — Expenses — The Credit Business — What to Sell — Premium Giving.

Price $1.00, Postpaid.

Contains information on every subject necessary to the efficient management of the store.

How to Buy and Sell Canned Goods

By J. A. Lea

Written by a practical man for practical use and intended to help all distributors of canned foods.

INDEX TO CONTENTS

Origin and History of Canned Foods.
How to Regulate Stocks and Purchases.
Apparent and Real Costs.
How to Handle Swells, Leaks and Rusties.
How to Prevent Business Leaks and Stealages.
Buying and Selling Futures in Canned Foods.
Use and Expense of Samples.
Arrangement of Samples in Salesroom.
Employment and Training of Salesmen.
Selling Points Applied to Canued Foods.
A Model Business Organization.
Advantages and Disadvantages of Private Labels.
Advantages and Disadvantages of Packers' Labels.
Window and Counter Displays; Illustrated.
Hard Work and Hard Play.
Established Standards of Quality; for Corn, Peas, Tomatoes and other articles. Also standard sizes and kinds of cans used.

How to Buy, Grade and Sell Canned Apples, Asparagus, Beets, Blackberries, Blueberries, Cherries, Clams, Corn, Crabs, Gooseberries, Hominy, Kraut, Lima Beans, Lobster, Meats, Milk, Okra, Oysters, Peaches, Pears, Peas, Pineapple, Plums, Pork and Beans, Pumpkin, Raspberries, Red Kidney Beans, Salmon, Sardines, Spinach, Squash, Strawberries, Stringless Beans, Succotash, Sweet Potatoes.

This book contains more than 200 pages, is handsomely bound in cloth, printed in neat, clear type, on eggshell finish paper, completely indexed and well illustrated.

Price $2.15, Postpaid.

Showcard Lettering, Designing, Etc.

A practical treatise on Up-to-Date Pen and Brush Lettering, giving instruction representing many styles of lettering, position, movement, shading, spacing, designing and arrangement, with illustrations of large and small letters of each alphabet, together with a full analysis and diagram for making neat and prominent figures off-band for price tickets, etc. Over 400 illustrations of finished show cards and price tickets are given in

Marking Pen Lettering
Soennecken Pen Lettering
Automatic Pen Lettering and
Up-to-Date Brush Lettering

outside of fifty-one page alphabet plates and lettering exercises of a large variety of standard show card alphabets with practical instruction, together with show card designs, showing how to produce neat and fancy border and scroll outlines, tinted backgrounds, etc.

This book is far beyond anything ever published in this line. It contains solid, practical, common-sense instruction—a book that is free from absurd theories and mystifying kinks, and contains 2,000 advertising phrases for Card Signs, Posters, etc.

Price $1.00, Postpaid.

The MacLean Publishing Company, Limited

BOOK DEPARTMENT

143-153 University Ave., - - Toronto, Ontario

Redpath SUGAR



The inherited preference for REDPATH Sugar that you find in so many Canadian homes, is firmly rooted in three generations of genuine satisfaction. It is a preference that would yield only to a better sugar—and that does not exist.

When you fill a sugar order with REDPATH in an original package, your customer knows at once that you have given her the best, and her satisfaction is the best basis for more trade.

Canada Sugar Refining Co., Limited, Montreal

CANADIAN AGENTS

Ruttan, Alderson & Lound, Ltd.
Winnipeg

L. A. Gastonquay,
60 Bedford Row, Halifax, N.S.

Nelson, Shakespeare,
Watkins, Ltd.
Vancouver, B.C.

White MALT

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

In short, it is the Vinegar which will pay you best to handle.

Write for sample and quotation.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.

The Mennen Advertising Campaign—

a campaign that reaches out the thousands Mennen Talcum Powders are sold the Dealers.

New Century Magazine—Ladies Home Journal—and other publications reach the Canadian people about Mennen's Talcums.

—thus making it easy
for you to sell
the MENNEN products.

Link up with this aggressive campaign.
Let the Advertising ring up profits on
the cash register for you.



Sole Agents
THE GERHARD MENNEN CHEMICAL COMPANY
Newark, N.J.

HAROLD F. RITCHIE & CO. Limited Toronto

FEATURING—SELLING PICKLING SPICE

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, AUGUST 13, 1915 No. 33











Gold Standard

Is More Than a Name



It is an absolute guarantee that the contents of any package bearing this well-known label are pure, wholesome and equal in quality to any similar article manufactured.





Wherever you see *Gold Standard* Food Products displayed, you will find a progressive merchant, who places Service and Quality before profit.



The Codville Company, Limited

WINNIPEG

Brandon Moose Jaw Saskatoon



Six Years in Achieving

"OUR SEAL" BLEND

—the young smoker's delight

Six years of experimenting resulted in the new Tuckett blend of tobacco—"Our Seal"—which now has a year or so of wonderful success behind it.

Old and new smokers invariably dub it the "Prince of Tobacco blends" because of its harmoniously fragrant and smooth smoking quality—its rich mellow flavor.

The sale is now big and growing—**Order from your wholesaler.**

TUCKETT LIMITED

HAMILTON CANADA

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL ∴ HAMILTON



These are Lantic Sugar days in every Grocery Store

These are the days when the telephone carries the cheering call, "We're preserving. Send up a 20-lb. bag of Lantic Sugar."

These are the days when every delivery is piled high with cartons and bags, bearing the familiar Red Ball—the sign of pure Cane Sugar of extra quality.

Housewives are delighted with LANTIC SUGAR—with its brilliant sparkle—its even granulation—its matchless purity.

And they know that their Preserves will turn out right, if they use LANTIC SUGAR. This is why they are ordering it for Peaches and Pears—and why they will continue to demand it for all their preserving. Have you plenty of the 10, 20 and 100 pound bags as well as the 2 and 5 pound cartons? Your wholesaler will supply you.



Atlantic Sugar Refineries, Limited
Montreal and St. John

6---Gold Medals---6



Codou Macaroni

(A Genuine French Product)

This is manufactured in a model factory, run on absolutely new and up-to-date lines. It is made only from pure Taganrog Wheat—the only wheat from which the finest Macaroni can be obtained. There is no finer quality to be had.

Arthur P. Tippet & Co.

Agents

Montreal **Toronto**

Grape Juice

contains the light refreshing quality of the Sunny South, the solid sustaining quality of the North

It's in fact the child of the finest climate in the world, and the offspring of the most favorable grape-growing soil—the garden of Canada (Winona District).



This high quality grape juice is extracted with the greatest care and under the best conditions in our large, sanitary plant.

It is prepared and bottled to meet the exacting requirements of the most discriminating taste of the Canadian people.

It's Canadian through and through, right from the label to the juice, of purely Canadian origin, developed by Canadian capital, made by Canadian people.

This Fall will see vast quantities sold. How much will you sell? Order your supply now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

SUN-KIST SEEDLESS RAISINS

REG. U.S. PAT. OFF.

It is really surprising how business on SUN-KIST Seedless Raisins will grow when you give them a chance. They are the most delicious of all raisins—a special, sweet, thin skinned, delicately flavored variety, grown without seeds. No wonder they sell so fast and folks come back for more—they require no seeding—no washing—they are ready for immediate use.

Packed—and backed—by 50 years' experience.

Wholesale distributers in every territory. Ask Them

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers **Ottawa**

Branches: MONTREAL and TORONTO
Agencies throughout Canada



EVERYBODY

from Coast to Coast throughout the Dominion of Canada who reads a newspaper is familiar with this "LITTLE LADY." She is helping sell that stock of chocolate you have on hand in a way that is forceful and attractive.

Prepare to meet an extra demand this year.

The Cowan Company, Limited

TORONTO

Canada has Set Its Approval on—



"Aylmer" JAMS and ORANGE MARMALADE

Go into almost any small hamlet or large city in the Country—from Erie to Hudson's Bay; from Atlantic to Pacific—there you'll find "Aylmer" Jams.

The popularity of "Aylmer" Jams is not limited by any seas or international boundary line, for heavy shipments are constantly being made to every part of the world, besides being used extensively by the British Navy.

They appreciate its wholesomeness and true-to-nature flavors, its thorough goodness, from beginning to end. And they back up their approval with a steady stream of orders.

If you are not getting your share of this constant, established trade, put in a smart window display now. Get your jobber to supply you the new 1915 pack to-day.

Dominion Canners, Limited

HAMILTON, ONTARIO

Safeguard Your Investments!

READ


THE FINANCIAL POST
OF CANADA
AVERAGE ADVANCE OF FOUR POINTS IN BANK STOCKS RECORDED IN WEEK
STRONGEST BANK RETURN SINCE 1906 CAUSES A FURTHER LONDON ADVANCE
BANKS CONTINUE TO LIQUIDATE BY REDUCING COMMERCIAL LOANS
BUSINESS OUTLOOK

Gives its readers information essential in determining the quality of investments. Provides an up-to-date history of financial and commercial undertakings as a guide to present and prospective investments.

The Investor's Information Bureau is conducted, free of charge, for the benefit of subscribers.

Write for a free sample copy.

The Financial Post of Canada

"The Canadian Newspaper for Investors."

143-153 University Avenue
TORONTO

"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October?

"What if it isn't?"

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problems of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating everything . . .

> "In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States
>
> "Why?
>
> "Because finance may give Uncle Sam the whip-hand to compel peace.
>
> "This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world . . . For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "head-liner" with such publications as *Saturday Evening Post* and *World's Work*, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, **"will have plenty of dynamite."** These articles will appear exclusively in

MacLean's Magazine

The MacLean Publishing Co., Limited

143-153 University Avenue ∴ Toronto, Canada

WRITE FOR FREE SAMPLE COPY.



Put Your Selling Ability Behind These Trade-Building Lines

BORDEN'S MILK PRODUCTS

Here's Purity that establishes firm custom.

Here's Convenience that makes enthusiastic buyers.

Here's Economy that makes extensive sales a certainty.

Here's Value through and through that has made possible the highly satisfactory sales of the past year.

Get your selling ability behind these lines to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.



It's a "Repeater"

It's easy to fill your shelves with new-fangled cereal foods, but no grocer wants to load up with them until a demand has been created. The best "repeater" among breakfast cereals is

Shredded Wheat

now recognized as the one universal, staple breakfast cereal eaten by youngsters and grown-ups in all climes and in all seasons. The best advertised cereal in the world and hence the best seller, bringing the quickest turn-over and a fair, steady profit all the year 'round.



MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

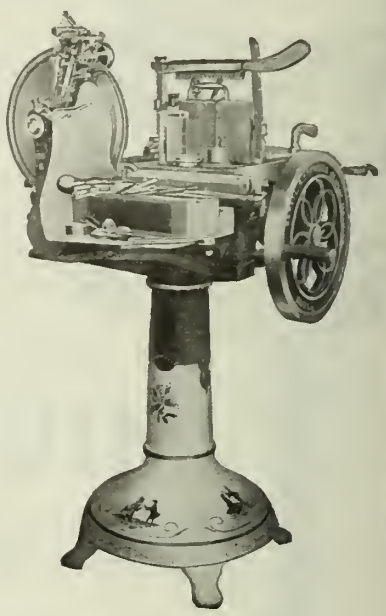
The Canadian Shredded Wheat Co., Limited

Niagara Falls - Ontario

76-L

VAN BERKEL SLICING MACHINE

"Made in the Empire, London, Eng."



Will about pay for it self in the saving of waste which other machines make.

Send for illustrated catalogue giving full particulars.

The W. A. Freeman Company, Ltd.

HAMILTON, CANADA

Furnivall's FINE FRUIT PURE JAM

Most grocers have found their Jam sales are never better than the quality of the jams they handle. People just naturally use more of the Jam they best enjoy. That's why Furnivall's Pure Fruit Jam is being used more than ever before—and why most grocers find it "good business" to push Furnivall's. Ask your jobber to replenish your stock with the new 1915 pack.



Furnivall-New
LIMITED
Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**—Jacksons, Ltd. **Edmonton, Alta.** — Central Brokerage Co.

Forget that "Sifto" is only Salt and Show It in Your Window

and we will venture to say that it will bring more and better business to your store than many another line.

The handsome germ and damp-proof packages of

SIFTO
Table Salt

make attractive displays, their contents being scientifically prepared and with the free-running quality will bring big sales and bigger future business.



Try "Sifto" Out

The Dominion Salt Co.
LIMITED
Sarnia, Ont.

GOOD BLUE

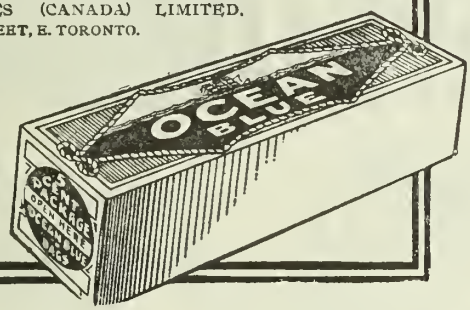
OCEAN BLUE is good Blue and people come again and again for it. It leaves linen white as snow; it leaves your shelves freely; it leaves a living profit.

Order from your Wholesaler.

OCEAN BLUE

HARGREAVES (CANADA) LIMITED.
33 FRONT STREET, E. TORONTO.

Western Agents: For Man., Sask. & Alta. Nicholson & Baln Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For B.C. and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings Vancouver, B.C.





Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

QUALITY FIRST IS OUR MOTTO.

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.



Don't Guess

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man., and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Make Preserving Time Your Profit Time

SUGAR that merely sweetens may pass unnoticed; but sugar that makes a housewife *proud* of her preserves, is sugar that is going to build you staunch good-will and continued good profits.

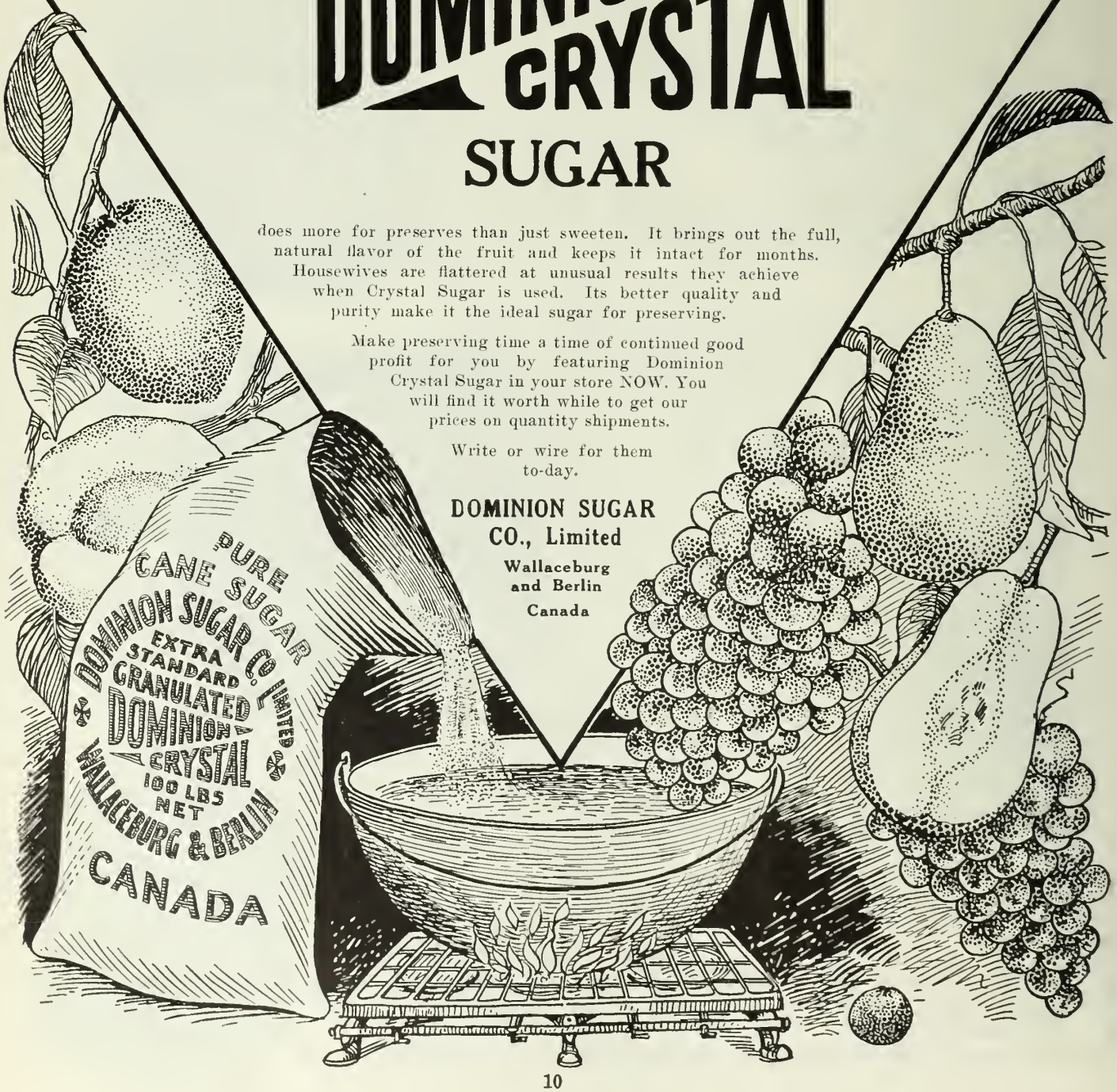
DOMINION CRYSTAL SUGAR

does more for preserves than just sweeten. It brings out the full, natural flavor of the fruit and keeps it intact for months. Housewives are flattered at unusual results they achieve when Crystal Sugar is used. Its better quality and purity make it the ideal sugar for preserving.

Make preserving time a time of continued good profit for you by featuring Dominion Crystal Sugar in your store NOW. You will find it worth while to get our prices on quantity shipments.

Write or wire for them to-day.

DOMINION SUGAR CO., Limited
Wallaceburg and Berlin
Canada



CLARK'S



MADE IN CANADA



PORK AND BEANS

PLAIN CHILI TOMATO SAUCE

THE BEST IN QUALITY
THE HIGHEST IN REPUTATION
THE LEADERS IN SALES

STOCK CLARK'S and turn your money over PROFITABLY AND QUICKLY.

W. CLARK, Limited, Montreal

Clark's

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656
House 'Phone No. 1807

Travellers' Holidays
1st-14th August

We thank you for business kindly sent to us this week and appreciate your continued support.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

Niagara District **Peach Season** is now open, and the favorite **Yellow St. John** about ready. Some excellent white flesh **Peaches** will also be in. The **Plum** season is now bringing in many good varieties. **Tomatoes** also ready.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

YOU should buy an ELGIN NATIONAL because



No. 40

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be regulated while running to grind the coffee to suit each patron's taste.

It costs you less, grinds fastest, runs easiest, best finished, made strongest—lasts longest, and because thirty years' actual usage has made it the most popular mill in Canada.



No. 35

WOODRUFF & EDWARDS CO., Elgin, Ill., U.S.A.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO

The finest Canadian Sugar Syrup ever put on the market

CRYSTAL DIAMOND SYRUP

In attractively wrapped packages

Just try it

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

WHITE SWAN

QUALITY SPICES

A "down east grocer" tells, in this issue, how he made money by selling a better quality of spices than his competitors. Read that story—it's worth while.

If he can do it so can you—you wouldn't refuse the extra profit. To get it you must put forth the effort to get this business coming your way.

Quality in the goods is one of the factors that "makes customers come back." Quality always counts—it costs more—but is always worth it.

In the case of pickling spice, it will pay you well to sell only the best quality obtainable. It will pay you a better net profit, it will please your customer and there is no come-back. It is good business.

White Swan Pickling Spices are absolutely pure spices, well assorted and clean. Every package is sealed with a Government warranty that protects you.

Our Money-Back Guarantee permits you to return at any time any "White Swan" goods that are not found exactly as represented or which prove unsatisfactory in any way.

We know our goods and want none but satisfied customers.



Pickling Spice Window Front. 4-oz. pkgs., 4 doz. to case, 85c per doz.

White Swan Spices and Cereals, Ltd.
Toronto, Ont.

From Mother to Daughter

Shirriff's True Vanilla has been adding to its list of friends for thirty years.

Once used the housewife asks for it again—mothers recommend it to their daughters.

Shirriff's
True Vanilla

is fifty per cent. stronger than the Government standard. It is made from the finest Mexican Vanilla beans. Our process brings out the exquisite flavor and bouquet.



It is good business to handle Shirriff's. It is a line that everybody asks for, and it gives a good profit. If you are not already able to supply your customers, write us for full information.

Imperial Extract Co.
Steiner and Matilda Streets
Toronto

They Wonder How We Do It

One of the most common comments on Red Rose Tea by good judges of tea in the wholesale and tea brokers' offices is, "They do not know how we put such splendid quality in at the price."

It is the expert knowledge of combining qualities of different teas, especially those of the Assam district in Northern India, that maintains this splendid quality.





The CANADIAN Open

Cheese Cutter and Cabinet Combined

The Canadian

The only cheese cutter on the market which has the cabinet in combination with the cutter. Takes the minimum amount of space. Prevents cheese from drying out and protects it from flies and dust.

A Better Cutter for Less Money

If your Jobber cannot supply you, order direct from us. Do not accept another cutter.

Nothing as Good.

The Computing Cheese Cutter Co.

WINDSOR, ONT.

More Than Ever in a Class by Itself

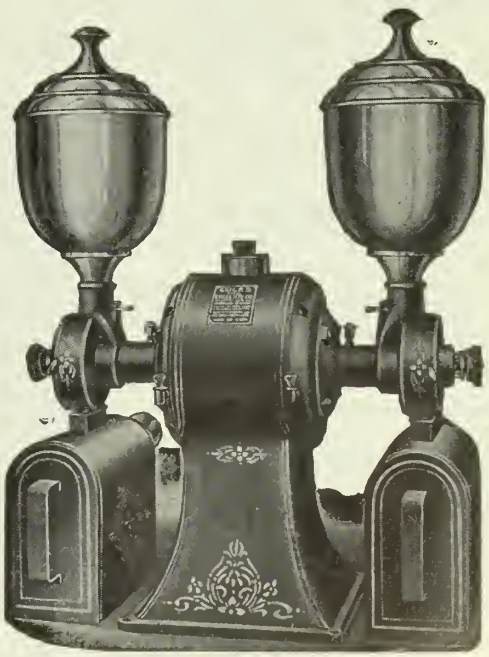
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW

28 Front St. E., Toronto.

IMPORTER-EXPORTER FOODSTUFFS

Connections all over the world.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

Established 1859

GEO. STANWAY & CO.

TORONTO

Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto, Ontario

Prompt Service.

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

STIRLING & YOUNG

General Brokers **Phone Main 4331**

27 Wellington St. E., TORONTO

A Good Agency will receive personal attention.

Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. **P. O. Box 1721.**

Edmonton - - - - Alberta

H. P. PENNOCK & CO.,

Limited

Wholesale Grocery Brokers and Manufacturers' Agents.

WINNIPEG. REGINA.

We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents.

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies Solicited.

W. H. Escott Co.,

LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA
CALGARY EDMONTON

FRANK H. WILEY

Manufacturers' Agent

Groceries and Heavy Chemicals

Enquiries solicited for shipment from Spot stock Winnipeg or for Import.

757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in foodstuff line, calling on the retail trade.

522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

A WANT AD. IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.

THE IMPORTANCE OF FRESH TEA

The flavor of Tea is contained in an essential oil that decays with age, and, although tea keeps longer when properly protected from the outside air, it deteriorates, more or less, under any circumstances. No dealer should keep any tea in stock for more than six months. After this length of time, the flavor will have greatly depreciated if it is not entirely spoiled. So far as is possible we obviate this by packing "SALADA" in hermetically sealed aluminum packets immediately on arrival from the gardens and then the immense demand leaves little chance of old stocks accumulating. Nevertheless if, for any reason, at any time, any dealer has any "SALADA" more than six months old, on hand, he should return it to us, *freight collect, and we will refund the purchase price in full.* This absolute guarantee is proof of our belief in the importance of *fresh* tea.

"SALADA"

TORONTO MONTREAL

PURITY FIRST

When you see PURITY FIRST in connection with **"COOK'S GEM" BAKING POWDER** you need have no fear recommending it to your customers.

COOK'S GEM BAKING POWDER IS ABSOLUTELY PURE.

COOK'S GEM BAKING POWDER IS MADE IN A CLEAN AND UP-TO-DATE FACTORY. COME AND SEE IT MADE.

COOK'S GEM BAKING POWDER IS MADE IN CANADA BY CANADIANS FOR CANADIANS. ENLIST YOUR ORDER NOW.

COOK'S GEM BAKING POWDER IS GUARANTEED TO GIVE ABSOLUTE SATISFACTION OR MONEY RETURNED.

All wholesale houses should stock it at once, and get quick delivery, as our factory is at its capacity already and business increasing every day.

Manufactured only by

THE MacLAREN BAKING POWDER COMPANY, LTD.

TORONTO

Why waste your profits unnecessarily?



Perhaps you can't check up the losses you've had this past few months through spoilage.

Perhaps you know very little of the dissatisfaction of many of your customers through receiving tainted goods.

But you can judge your loss in profits and good-will by what hundreds of other grocers and butchers have saved with the Eureka Refrigerator. The losses this summer alone might easily have paid for your Eureka. For the Eureka is the surest preventative of spoiled and tainted goods.

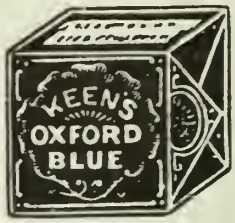
End the waste for all time by writing to-day for free copy of the Eureka catalogue.

Eureka Refrigerator Company Limited

31 Brock Ave. TORONTO

Keen's Oxford Blue—

the blue that stands head and shoulders above all competition



It's the blue in the small squares with the blue wrapper.

—known the Empire over as the most reliable wash-day requisite for the ensuring of snowy white linens, etc.

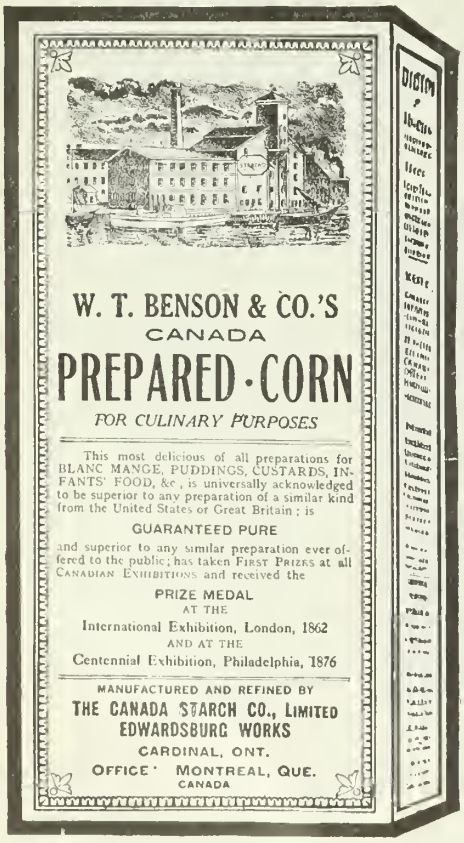
Sell Keen's Oxford Blue and ensure yourself continued patronage and your customers perfect satisfaction.

Stock up with and sell **Keen's Oxford Blue**

MAGOR, SON & CO., Limited

191 St. Paul St. W., MONTREAL **30 Church St., TORONTO**

AGENTS FOR THE DOMINION OF CANADA



A Creamy Custard with Peaches or Pears

will be the favorite dessert during August and September. There may be a question as to which fruit is best, but there is no question as to the custard when made of

BENSON'S CORN STARCH

Benson's makes those rich, creamy Custards and delicious Blanc Manges that everybody wants with fruit. You can make many extra sales by suggesting a package of **Benson's** when your customers are ordering fruit.

CANADIAN GROCER

VOL. XXIX TORONTO, AUGUST 13, 1915 No. 33

Pickling Spice Sales Increased

Campaign of One Retail Dealer Described—Featured a Spice Containing Maximum Varieties and Emphasized Its High Value for Pickling Purposes—Window Trim of Vegetables and Spice and Special Inside Arrangement.

Written for Canadian Grocer by J. R. MANTLE.

Eighth of The Mantle Series.

I LEARNED more about mixed pickling spices from a pioneer grocer down east than I ever thought was to be discovered. This merchant had evidently given a great deal of thought to spices and must have consulted more than the ordinary sources of information. He had been putting on a campaign on pickling spices when I called at his store, and it was indeed surprising the attention he secured from his customers.

"The average housewife," he told me, "knows very little about pickling spices. She buys some spice and notes that it contains a number of varieties, and that is all there is to it. She never asks herself how many varieties the sample contains, and appears to be rather indifferent when the fact is considered that she is about to do her summer and fall pickling. So I got the staff together a couple of weeks ago and went into this matter of pickling spices fully. Every member of the staff was acquainted with the quality of the spice we were selling. There is, of course, no chance of a dealer selling compound mixed pickling spices, because of the fact that they are sold whole. There is, however, a possibility of him cheapening his sample by using a small number of spices. A real good quality pickling spice contains some 15 or 16 varieties, whereas an ordinary one only contains anywhere from 7 to 8 or 10. You can easily see, therefore, how a merchant can sell a low grade spice if he wants to.

Got Manufacturer's Co-operation.

"We got in touch with the manufacturer from whom we buy the bulk of our spices, etc., and stated that we wanted the very best mixed pickling spice he could provide. We have every confidence in him because of the size of his business, the reputation he has earned, and our past dealings. He assured us that our request would be met but of course that we would have to pay a little more for the sample. There was no objection to this. Once you and your sales staff are fully acquainted with the quality of your spice, you know what you are talking about. It was easy for us to explain to a woman why we were charging a little more than the ordinary price and we even went to the trouble to show on the counter a sample containing all the varieties. We separated these on a small platter so that a customer could count them for herself, and besides this we showed a sample of about half the number which we knew to be frequently sold by others. By calling her attention to the fact that she would no doubt be anxious to make the best possible ketchup and pickles, she would necessarily require the highest possible quality spice she could procure.

"This argument never failed to get the complete approval of the customer. The few extra cents meant very little to her so long as she knew she was getting value for it. To further help to convince a customer, we made a list of all the spices which our mixture contained. This list was written on a neat card and included among others, the following: Allspice or pimento, tumeric, thyme, pepper, paprika, cinnamon, cardamom seeds, cassia, cloves, curry powder, celery seed, coriander, ginger, mace and mustard seeds. That, you will see, makes 15 varieties in all. This was very convincing because it gave the housewife more information about mixed spice than she had ever had before."

The Spice Makes The Pickle

There are different grades of mixed pickling spice. You can get it with 8 or 10 varieties or you can get it with 15 or 16. Pickling spice can be cheapened and rendered less effective in making your ketchups and pickles by using a number of the cheaper spices and none of the more expensive varieties. These are the ones that give the finished product that delightful flavor that brings it praise from every member of the family and every visitor.

It is because our Mixed Pickling Spice contains the larger number of varities and because it gives the pickles, ketchups and sauces the flavor you so much desire that we urge you so strongly to use it.

Ask us about it and we shall gladly show you the difference between the line we recommend and an ordinary sample. You will surely be convinced.

The price is —— cents per pound.

J. K. BROWN

17 Main St. Phone 77

Suggestion for a spice ad. that should get attention at this time of year.

Featured a Spice Window.

The window display connected with this campaign was still in and therefore I was given an opportunity to see it, and to describe it here. The floor of the

(Continued on page 39.)

Condition of Canada's Fruit Crops

On the Whole a Fair Harvest is Being Garnered—There Will Likely Be Plenty to Go Round at Reasonable Prices—In Some Districts Prospects Are Better Than Others—Fair Peach Crop But Apples Will Be Light.

ACCORDING to the Fruit Crop Report issued by the Fruit Commissioner's Branch of the Federal Department of Agriculture, rainfall has been excessive in British Columbia and has interfered to some extent with the marketing of small fruits, as well as inducing the development of apple scab. Nevertheless, conditions on the whole have improved since the middle of July.

The apple crop of the Okanagan Valley is estimated at 85 per cent. of the yield of 1914. The Kelowna district will have about 90 per cent. of last year with a lighter average (about 70 per cent.) on old trees. This deficiency will be made up by young orchards of which a good crop is anticipated. The lower Okanagan (Peachland, Summerland and Penticton) promises a slight increase over last year. In the Vernon district apples are being affected quite extensively by the scab, and consequently considerable fruit will not be packed commercially. Kootenay Valley reports are very promising and fair crop will likely be harvested. The scab is fairly general in this section.

Very favorable reports on pears are being received from British Columbia. The latest statement reports a crop about 25 per cent. larger than in 1914 with an estimated production of 35,000 crates.

The total yield of plums in the same Province, according to the report issued, will be about 90 per cent. of last year. There is not a heavy set of fruit, but it is sizing up well, and is of fine quality.

British Columbia peaches and apricots show a considerable increase over last year. In the southern Okanagan there has been much "leaf curl" among Elbertas, which will yield a lighter crop than other varieties. Crowfords reported a full crop for the first time in the history of the Okanagan valley.

Estimates Drop in Nova Scotia.

The most distinct feature in the apple situation so far as the rest of Canada is concerned, is the change which has taken place in the Annapolis valley. It will be remembered that the May report from Nova Scotia indicated a crop approaching two million barrels, and even one month ago this report was sustained. Since then, however, the fruit has dropped heavily. This in conjunction with unfavorable weather, the development of apple scab and the ravages of the canker worm, have so reduced the total crop that it is now not expected to greatly exceed one million barrels.

The Ontario crop is uniformly light, particularly in Western Ontario and on the later varieties. East of Toronto conditions are fairly satisfactory, and it is particularly noticeable that the crop in this district, while not a heavy one, is reported to be clean and of good quality. Between Toronto and Hamilton the yield will be the lightest produced for several years. In the Niagara district conditions are even less favorable than in June; the present estimate is about 40 per cent. In Eastern Ontario the quality is excellent and the crop is about 50 per cent. normal. The Ahbotsford district in Quebec suffered heavily from hail on July 12 and 14. The apple crop on the west side of Yamaska Mountain is reported to be practically ruined for packing and shipping, except in a very small way. This will have a very serious effect on the growers' returns for this season. Less injury was done on the south side of the mountain. Elsewhere in the Province of Quebec the apple situation is slightly more favorable than in June. The fruit is generally clean and of good size, but the yield will not average more than 30 to 40 per cent. of a full crop.

The cherry crop in the Niagara district is practically all harvested. The size and quality have been generally above average, although some of the late varieties were reduced in quality by the cherry worm. In badly infested orchards the fruit was not harvested. Many growers, however, did not destroy this fruit, and its appearance on the market interfered in some instances with the sale of better grades. As a rule, good fruit sold at satisfactory prices, in spite of the fact that the canners handled less than usual. The crop was well distributed, and the market was at no time over stocked.

Grape Crop Fair.

In spite of the severe frost injury to grapes in May the Niagara crop will be about 60 to 75 per cent. of normal. The fruit has set well, is developing rapidly and is of good quality. Concords are a fair crop and Wordens are heavy. Niagara, Lindley and Moore's Early will probably be less than last year. Hail damaged the grapes in a few localities.

The plum crop in Niagara is generally fair, especially for the Japanese varieties, which in many cases are overloaded. The blue varieties such as Bradshaw, Monarch and Grand Duke, have been thinned out by heavy dropping, but there is still plenty of fruit remaining on the trees. There will also be a plentiful crop between Hamilton and Toronto. The green varieties are rather light.

Peach Yield Promises Well.

The Niagara peach crop is now reaching maturity and shipments have already been made to the large markets. A considerable quantity of the fruit has fallen, but sufficient has been left upon the trees to give a fair crop. The quality and size are good, as the trees are not too heavily loaded. Conditions are not as favorable in orchards that were left unsprayed last year and attacked by leaf curl.

There is a much lower acreage of tomatoes in Ontario this year than usual and the crop will be late in maturing. In spite of the frost the fruit is ripening well and the yield will be good. Heavy rains, however, will have a bad effect if they do not soon let up.

Damage to Raspberries.

Last week the heavy rains had a more or less serious effect on late raspberries. Besides many of them having been knocked off the bushes, the rain penetrated what remained and large numbers of them were left colorless. At the same time it was almost impossible for pickers to get out into the berry patches, particularly after the heavy downpour on Tuesday of last week owing to the soggy character of the ground, except on high land. Reports indicate that growers lost considerable money on raspberries last week. Of course the early berries were plentiful this year and the season nearly over before the worst storms visited the Niagara district.

—⚙—

Mord W. Jones, salesmanager of the Towle Maple Products Company of St. Paul, Chicago and New York, recently joined the ranks of the benedicts, and the happy couple have gone upon an extended southern and western trip including stops at Dallas, Denver, Seattle and California points. Mrs. Jones was formerly Miss Elizabeth Wagner of Chicago. The ceremony was solemnized at St. Matthew's Church, Chicago, July 17th.

Further Reports Show Good Business

Canadian Dealers Generally Point to Normal Trade During a Year of War—Difficulties Which Appeared on Surface Last August and September Were More Imaginary Than Real—A Normal Future Looked Forward To.

SINCE the article was prepared which appeared in last week's issue containing the views of retailers in different parts of the country on business during the past year, we have heard from a number of others. These contain considerable additional valuable information. They are being reproduced herewith. They continue to show that business during the year has been pretty much up to normal, despite the fact that the British Empire is involved in a great war. They further demonstrate that the fears anticipated by many have not at all been realized in so far as the aggressive trade in Canada is concerned.

WEST END GROCERY, VICTORIA, B.C.—"With us business has fully come up to our expectations at the beginning of August, 1914, and since Jan. 1 of this year, the total business done has been about the same as a year ago. Collections, however, might be a little better."

JENKINS GROCERY, CALGARY, ALTA.—"Business with us has exceeded our expectations at the beginning of August, 1914, and we think we all took too pessimistic a view at that time. Since January 1, business has been fair and collections have been rather better than we expected during a year of war. Probably this was due to the fact that we handled our new business more carefully and kept the old in hand all the time. Prospects for a good crop are splendid and if we only get a little more sunshine, farmers will have best crops in their history in this district. (Since this was written reports from the west indicate warm weather throughout the Prairie Provinces.) We think so far as the future is concerned there will be a tendency to shorten credits considerably which will eventually be the best thing for the trade that could possibly happen."

R. H. WILLIAMS & CO., REGINA, SASK.—"The crop prospects are good in this district and this will have a tendency to improve business this fall. In the future we think there will be a greater tendency to be more careful in buying and in curtailing credits. This is what we have aimed to do during the past year and so far as our cash trade has been concerned there has been practically no change."

THE ALBERTA GROCERY, CALGARY, ALTA.—"Our business in 1914 was about equal to that of the previous year and thtrefore it came up to our expectations. This year so far, trade has been a little less than the corresponding period of last year, yet if we get a little more sunshine and warm weather the crops should be pretty fair in this district which would mean good trade. We have altogether too much rain and this has left the crop in some danger of being caught by frost later on."

BRANDON GROCERY CO., BRANDON, MAN.—"During the past year business has been up to our expectations and even more so. The first half of this year showed an increase in our business over the last half of last year. Collections have been better. Crops here will be a good average and it is safe to state that the harvest will stimulate business and collections. We are pleased with future prospects, particularly on staple lines."

J. A. McKENZIE, FORT WILLIAM, ONT.—"We have not experienced much trouble during the past year in so far as collections are concerned, and as the crop prospects are good, the reaping of the western crops should stimulate business in our city for a considerable time. We believe that care will have to be exercised in the extension of credit in the future and no doubt any falling off in business during the past year in many stores has been due to this care in regard to credit applicants."

T. B. CRAMP, ORILLIA, ONT.—"Business with us during the past year has far exceeded our expectations. It was even better than during 1913. So far this year trade has been about the same as the corresponding period of last but I cannot say definitely as books have not yet been balanced. Collections have been better than we anticipated and this may be due to the fact that there is not so much credit given. Crops are exceptionally good and results from this must certainly be beneficial. We expect business as usual for the future."

JAS. KELLEY & Co., KINGSTON, ONT.—"While so far this year business may have been slightly less than the corresponding period of last, during the year of war it has certainly been up to our expectations. Collections have been better than we anticipated and with crop prospects splendid any feeling that we were in for a big depression will be dissipated. They will have a strong tendency to inspire confidence in the future. We have been very careful in so far as giving credit to new applicants is concerned and we have therefore had little trouble in this regard. In so far as the future is concerned we think it will be normal with nothing to complain of particularly."

R. HEYLAND, DRESDEN, ONT.—"We have to report that business this year so far has been much the same as last, and collections during the year have been just as good as I anticipated. With the crop prospects good they should have a good effect on business. We see nothing in the future but normal trade."

EGAN BROS., ST. THOMAS, ONT.—"Business has come up to our anticipations during the past year, and since January 1 this year it has shown an increase over same period of last. Collections have been normal, and the good crops in the country generally should help considerably. The future looks normal to us."

FRED LINT, ATTERCLIFFE STA., ONT.—"With us business during the past year has come up to our expectations. While people this year have been a little more careful in regard to spend-

COD FISHING GOOD OFF NEWFOUNDLAND.

BOWRING BROS., ST. JOHN, NFLD.—"With us business during the year has come up to expectations, and while we may not have done quite as much business the first half of this year as last, yet considering all things we think we have done remarkably well. In so far as collections are concerned ours are much the same as during other years. Our chief industry is fish (cod) which is showing up very well and with good prices in view business ought to be good during the months of October and November. We believe, however, if present prices continue many people will be inclined to curtail their purchases, especially in fancy groceries. In so far as collections are concerned we anticipate having no trouble in the future."

ing their money, yet collections have been as good as I expected, and with crop prospects good, business should, I think, pick up after harvest time and during the autumn months. Some sections suffered from hail to the south and east, but generally the outlook is good."

J. A. GILLESPIE, AYLMER, ONT.—"So far this year business with us has shown about a 10 per cent. gain, and during a year of war it has certainly come up to our expectations. Collections have been the same as in normal times, and with crop prospects good—although recent heavy rains may affect the quality and retard harvesting in some districts—we do not expect any material change from normal times in the future. We are governed largely by local conditions and the prosperity of the farmers in this community."

The Fish Season in Nova Scotia.

E. C. BOWERS CO., LTD., WESTPORT, N.S.—"There has not been much difference between our trade so far this year and the corresponding period of last, and during the year our business has easily come up to expectations. Collections have been better than anticipated, but they might be a little better in comparison to the first part of last year. Fish do not seem to be as plentiful as last year and prices are a little lower, with sale somewhat higher. Nevertheless, business will go on as usual. There may, however, be a slight shading in our business this year as compared to last. Our opinion is that the season will be nearly as good as an average one, but little behind 1914, as that was a little above the average in so far as fishing was concerned in our locality. Our fishing here is altogether done by motor boat. Oil for running same is a trifle cheaper, so that will help some in a community that uses from 25 to 30 barrels per week."

KIRK BROS., YARMOUTH, N.S.—"Since the war started business with us has been better than we anticipated. While during the first part of this year business has shown a very small decrease in comparison to last, yet collections have been exceptionally good, and we look forward to good steady business, with collections normal in the future."

GILBERT BENT & SON, ST. JOHN, N.B.—"Our business during the past year has come up to our expectations at the beginning of August, 1914. Since Jan. 1st, this year, our turnover has shown an increase signifying a better business. Collections, too, have been much better, and with crop prospects good, although they are a little late on account of cool weather, business will keep fairly steady, with perhaps a shading in the matter of collections."

Business Can Always Be Had.

SHAW & ELLIS, POCOLOGAN, N.B.—"We do a canning business and run a general store. As to the effect of the war on the sale of the products of our canning factory, we have not noticed it to any great extent. We have sold more goods every month during the present year than in the corresponding months of the previous year. The increase has not been as great as we would have liked, and no doubt would have had under normal conditions; still there has been an increase. The turnover in our store up until the last of July is easily one-half more than during the same time last year, and collections are fairly good. We believe that business can most nearly always be had if you go after it in a determined way."

A. C. FRASER & CO., STELLARTON, N.S.—"We had a much better year than we expected when war broke out. Since January 1st this year business has been somewhat better than the corresponding period of last. Collections, too, have been better than we anticipated, and as the crop prospects are good, we look to good business in the future. In this district a number of industries are manufacturing shells and business collections are good."

Can You Answer This?

General Merchant in District Where Farmers Have Organized to Buy Direct Wants to Know Best Course to Pursue —Who Has Overcome the Difficulty?

Editor Canadian Grocer.—I have been cogitating for many moons upon ways and means to increase my business, as we are losing a good deal of our legitimate trade because of granges or farmers' clubs. While these plans have not yet been fully thought out, they had reached a stage which, I think, should lead to some degree of success. However, I have just read your editorial of July 30 about co-operative stores, and have stopped to think, and meantime to write you.

First, let me outline conditions as they have existed in this part of the country for two or three years. An organizer from the city established three granges, some three or four years since, within a radius of six or seven miles. These have been getting grass seeds, corn, twine, sugar, flour, etc., in large quantities at cost price, and in one case at less than cost. Needless to say, this has reduced the turnover of myself and others by a few thousands, and I am looking for a remedy.

I would like to do a straight retail business under recognized rules, and retain the respect of the legitimate trade, and not be considered a price-cutter, but I cannot shut my eye nor my pocket book to the fact that several thousand dollars worth of goods are being distributed around me at minimum prices.

I have tried retaliation—for instance, refusing a farmer a ball of twine he was short because he bought his supply from the grange—but, of course, he got it at the next store, and I got his ill-will; so fighting them in that way is no use.

Another hardship—one merchant in a nearby town sold the local farmers' clubs about 200 bags of sugar, a year ago, at $4.25 ($4.42, less car rate 12 cents, less 1 per cent.), figuring that he made a profit of the car rate on the balance of car, which was less than he could buy in smaller quantities. This happened just before the advance last summer, and the farmers made a good deal of capital out of it.

Among my plans I was to attend some grange meetings and make an offer to supply these goods in quantities, on a basis of 5 or 7½ per cent. to cover my time, postage, clerical work, etc. I would have no rent, insurance, freight, depreciation, or bad debts, the farmers doing their own teaming and, I presume, using railway sheds, scales, etc.

I had reached this stage of planning when I read your article, "Must Decide re Co-operative Stores," and am now hesitating. Can you give me light?

Yours faithfully,
GENERAL MERCHANT.

Editorial Note.—The letter from the above merchant indicates a trouble which is being experienced by many general merchants throughout the country. Of late, farmers have been more or less organizing clubs for the purpose of buying a lot of their goods direct. In olden times the Grangers tried this, but gave it up shortly after, principally owing to the fact that so many complaints were made. Buyers became dissatisfied with some of the goods they had purchased "sight unseen." It may be that the same thing may happen again, and one particular instance is known to the writer where in a certain district in Ontario this holds true. Farmers had been buying their coal oil, binder twine, etc., direct through their club, and there have been so many com-

(Continued on page 37.)

Imported Sardines To Be High

Catch Reported Fair But Difficulties of Transport, Insurance and War Tax Have Combined to Boost Prices—Summer Catch in Norway at Its Height — Prices Estimated at From $1 to $1.50 Per Case Higher.

NOTWITHSTANDING the fair supply of sardines in Norway, the price of them on the Canadian market is high. There is no danger connected with the catching of fish in Norway, and would not likely be if that country were at war, nevertheless prices in Canada will probably rule from $1 to $1.50 higher than they were last year at this time, and the prospects are that they will go still higher if the present conditions prevail. A shipment of the new summer catch is due to arrive, but owing to the uncertainty in reference to the freight rates, it is difficult to name an actual import cost at the moment. The winter-caught fish laid down at their price appears to have put them out of the running for the 10c line. The first-class Norwegian sardines are three shillings and six pence higher than the prices paid in 1913, due almost entirely to the advanced freight rates, extra war risk insurance and the additional 7½ per cent. war tax duty.

French sardine fishing commenced in July, but as the yield has been poor for several years past, an abundant supply is not looked forward to. The genuine French quarters of the Albert type cannot be imported and delivered to the retailers at less than 20c, with a very narrow margin of profit to both the importer and wholesaler. Fishing for this grade has just commenced and reports so far are unfavorable, so it is unlikely that any reduction in price will take place.

English fishing last year was greatly restricted owing to war conditions, with the result that the amount packed was small and thousands of cases ordered by Canadian buyers had to be cancelled for want of goods. However, as the price of contract had been fixed on small basis before these conditions were known, the actual cost of such quantities as were shipped to Canada was quite reasonable. Owing to the increased restrictions of the British Admiralty and the loss of vessels engaged in the fishing through the action of German submarines, there is no possibility of any important catch this year and there is a probability that there will be little or no pack whatever. At present, English sardines for reasons already stated, are only fractionally higher than prices existing last year.

There is good authority to state that no Scotch sardines will be received on the Continent unless an extremely high price is paid. Fishermen in Scotland will not take many chances on the dangerous fishing waters along the coasts.

An importer of Norwegian sardines reviews the situation as follows:

"Our information so far is somewhat meagre as to the actual conditions prevailing in Norway. As regards prices, the present quotations are from 2 to 4 shillings higher than they were last year. Freight rates also have advanced considerably and war insurance and the war tax, of course, increased the cost relatively more. We estimate that all these charges have increased the value of Norwegian sardines by $1 to $1.50 a case, varying with the f.o.b. cost.

"The summer catch is just about at its height at present, and it is impossible to predict what the catch will be. We do not think that Norway being drawn into the war should affect the pack very much, but of course it all depends on what side Norway would take as to whether the goods would be available for Great Britain and Canada. So far as we know the sentiment in Norway is in favor of the Allies, but of course we have no official information on the subject. The great difficulty at the present time is the irregularity of sailings and the possibility of steamers being submarined, particularly between Norway and Great Britain."

Their Seventeenth Birthday

Big Celebration of Regina Trading Co.—Birthday Cake Divided Among Their Customers—A Bit of History.

THE Regina Trading Co., Regina, Sask., last week celebrated its seventeenth birthday in an elaborate fashion. A large room was arranged on the second floor to accommodate their friends who have patronized the store during the past 17 years. Everyone was invited to visit them on this occasion.

An immense birthday cake, the largest ever baked in Regina, weighing over one hundred pounds, was made for the occasion. A cup of tea and a piece of this birthday cake was given free to everyone who visited the store during the day.

To the first 500 who entered the store during the morning before 12 o'clock a beautiful silver patriotic spoon was given. An orchestra was in attendance all day.

It is interesting to note the history of the company. The original charter was taken out on June 7, 1898, by G. Michaelis as president and treasurer; J. F. Bole, vice-president; John Dawson, secretary and general manager, and A. Gibbons and F. Gentner, directors.

The store was opened for business on August 3, 1898, in a little one-storey stone building, 50 x 70 feet, on the corner of Hamilton and South Railway Streets, with a complete general stock and a staff of eight in all. One delivery wagon, drawn by "Barney," the old favorite, who still stands in the company's stables and even yet able to make a special delivery.

The business has grown gradually; the payroll increased from 8 to 138; the delivery from 1 to 12 wagons and 2 autos; the building from a one-storey, 50 x 70, to a two-storey and basement, 175 x 175.

In 1906 the company inaugurated the cash system of doing business.

On January 28, 1899, A. Gibbons was appointed secretary to succeed John Dawson, and on July 1, 1899, J. M. Young was appointed managing director of the company, which position he retained until February 7, 1903, when J. F. Bole accepted the position of managing director. On April 23, 1910, the company purchased the interest of G. Michaelis, and J. F. Bole was elected to the presidency and A. Gibbons, vice-president, which positions they still hold.

On June 21, 1915, A. F. Little received the appointment of managing director to succeed J. F. Bole, who is now government commissioner.

Congratulations are in order to the firm with a clean record of seventeen years of successful business in Regina. It is a firm that has been loyal to the city's interests, shared its successes and its stringencies and has lately given its president to undertake a heavy work for the province.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, AUGUST 13, 1915 No. 33

See the Dealer's Side

THE importance of careful picking and handling of fruit is dealt with at some length in the latest bulletin issued by the Fruit Branch of the Department of Agriculture of Ontario. In discussing this matter it deals with the overhead costs of the retail grocer and as selling expense is always an important topic for the retailer this part of the discussion is reproduced herewith:—

"One of the problems which confronts the fruit-growers of the present day is the placing of their fruit at a fair profit to themselves but, if possible, at a lower price to the consumers. Much has been said and written about eliminating the middleman in this connection, but to adequately dispose of the tremendous amount of fruit grown the middleman is, and probably always will be, necessary. Since that is the case, we, as fruit-growers, should work *with* and not *against* the wholesale and retail fruit dealers. For while it is undoubtedly true that excessive profits are often made out of fruit by some middlemen, yet the retail merchants at least claim that, contrary to public belief, they are not making any fortune out of handling fruit. A prominent Toronto grocer estimates from his actual experience that the overhead expenses of running his store average 15 per cent. Thus, if he buys a basket of fruit at $1.00 and sells at $1.15 he is just breaking even and making no profit at all.

"This 15 per cent. is general overhead expenses. In the case of fruit and other perishable goods there is always the additional expense of waste from decay, etc., to be added, estimated to amount to 10 per cent. in the case of tender fruits.

This shows that the fruit-growers and public in general are being educated to the fact that it costs something to do business these days. A few years ago if a fruit-grower heard that a retail dealer was getting 15c on a basket of fruit he would want to raise his price and try to get a portion of this 15c himself. To-day things are changed, and no doubt a splendid influence in this regard was the address delivered last year before fruit and vegetable men by a Toronto grocer—D. W. Clark. It is evidently Mr. Clark who is quoted in the above. The writer of the above paragraph makes a little error when he figures the cost of doing business on the invoice cost of the goods. Otherwise the article was apparently written after some thought.

Uncertainty of Olive Oil

SPECULATION runs high as to the future trading of Italian olive oil on the local market. The present market is completely upset and it is difficult to say whether more favorable condition will prevail till after the war. Toronto importers who placed orders in the hands of Italian packers some eight months ago are now receiving word to the effect that they are being shipped. Previous to Italy's declaration of war Italian packers had been purchasing tins from Germany, and owing to the poor labor conditions in Italy considerable time was required to supply the tins and make shipments after she entered the war.

On May 27th an Italian Royal Decree was passed exonerating all liabilities on shipments. It is practically an impossibility to even estimate a price for future selling of olive oil owing to uncertain market conditions. It is anticipated that the market price will be extremely high resultant from reasons already mentioned accompanied with the extra war tax duty and special war risk insurance.

Canadian Cheese the Favorite

CANADIAN cheese is far in advance in so far as the importations of cheese into the United Kingdom is concerned. The next country to Canada is New Zealand, and New Zealand exports to the United Kingdom and only about half the quantity that Canada sends.

For the past year Canadian imports into the

United Kingdom have shown an increase of 1,429 tons, whereas New Zealand has declined by 1,341 ton and Australia by 19 tons. According to the Trade Commissioner at Manchester, Eng., prices have advanced to record figures, undoubtedly due to the active and steady demand which has been caused by the fact that cheese has been made a daily ration in the new army raised in the United Kingdom. At the end of May this strong support was removed and the market quickly fell back, so that the season finished with a dropping tendency in the values of all descriptions.

The review of the situation in Great Britain shows that Canadian cheese has passed through most of the difficulties in manufactnre and trouble arising from lack of cold storage at present being experienced by New Zealand and Australia, and has so firmly established itself in the good opinion of consumers in the country that criticism is now uncalled for. Statistics show that the average price of Canadian cheese during the past five years has been 69s. 8d., as compared to 68s. 5d. per hundred on New Zealand cheese.

The following figures on importations of Colonial cheese for the past years will prove interesting:

	Australia	Canada	New Zealand	Total British
1911	617	76,457	20,256	97,330
1912	93	72,690	24,993	97,775
1913	238	66,424	29,489	96,151
1914	1,047	60,763	33,856	95,686
1915	1,048	62,192	32,515	95,755

Hog Products to Britain Increase

IT is pointed out by the Canadian Trade Commissioner, located at Leeds, England, that one of the noticeable features of the imports into the United Kingdom since the beginning of the present year has been the large increase reported in shipments of farm products from Canada and United States. Of course this increase is attributable to a large extent to the present situation of the international supply and demand which has been brought about by the war. Apart from the large contracts that have been placed by the British and French Governments for supplies of hog products for army consumption which in themselves have greatly benefited the sales of the leading packers, the war has contributed in other ways to increasing the exports of Canadian and United States products to this country. In the first place no shipments of Siberian bacon are available and the Dutch supplies are now almost exclusively finding their way to Germany. Considerable shipments of Danish hog products are also being shipped to the same country. Another cause which is restricting production in Denmark is the scarcity of feeding stuffs.

Still another reason for the increased shipments from North America is that in view of the difficulties in shipping to enemy countries exporters are now sending forward more liberal supplies to the United Kingdom for consumption.

A table supplied giving statistics for the importation of hog products from North America shows that for the first six months of the present year imports of bacon and ham from Canada were as follows: Bacon, 464,763 cwt. as compared to 137,107 cwt. in the corresponding period of 1914, and 132,130 cwt. in 1913. For the first six months of the present year the importation of ham into the United Kingdom from Canada were 61,161 cwt., as compared with 32,082 cwt. last year and 47,415 cwt. in 1913.

From this it will be seen that Canada is sending to the United Kingdom a great deal more bacon and ham than last year. Figures also show that United States is sending a lot more compared with the last two or three years, whereas Denmark and other countries are running behind considerably. This year during the first six months, for instance, Denmark shipped to the United Kingdom 1,225,044 cwt., as compared with 1,335,007 cwt. in 1914. Whereas Canada as yet is a long way behind in third place as far as exports of hog products to Great Britain are concerned, yet the present involved conditions in Europe have given this export trade a considerable boost. This is one of the conditions that is keeping the hog market up to its present height.

Story of a Quality Sale.

QUALITY is gradually conquering the grocery trade of Canada. Merchants who have been basing their purchases on a question of price, regardless of what is in the goods, are gradually getting a change of heart.

The representative of a large manufacturing house dealing in spices, extracts, coffee, etc., relates a story which bears out this contention remarkably well. "Some time ago I made a trip down East to see if I could not interest certain large buyers of products in our line in our own particular goods. I recall one particular instance. This dealer was a large buyer. Previously he had been purchasing little if any of our lines and it was chiefly in the hope of interesting him that I made the trip. I found him an ardent believer in buying in the cheapest market. He asked me to quote him a price on a certain line of extract which we guaranteed to be absolutely pure. I gave him the price. 'Why,' he said, 'I have been buying that article for some $9 or $10 a gross less.' When I quoted him the price of alcohol and brought it down to the basis of a gross of the extract he readily saw that he could not possibly be getting an extract which was absolutely pure. It required but a few minutes longer to convince him that when such an article was sold to his customer there would be entire satisfaction. Repeat orders were bound to follow and there would be no complaint. At the same time such an article would last much longer because it required less of it to do the work. When I further impressed him with the fact that every one of our goods put up under our brand conformed absolutely with the Government regulations and in many cases exceeded them and went into many other details, I had no difficulty in making a sale. You can tell just how he was convinced when I say that he ordered on that occasion no less than $1,000 worth of goods and since that time we have secured further orders from him."

This is just one instance to show that the trade is rapidly coming to recognize quality in goods before price. Merchants who have made big successes in their various lines are not those who have built business on price.

Editorial Note

ONE YEAR AGO, chaos reigned and the whole trade looked to the future with a feeling of extreme uncertainty. With the completion of a year of war conditions the grocery trade is looking forward to the future with increasing confidence.

Work of Dominion Board R.M.A.

Annual Meeting Takes Place at Which Many Important National Matters Are Dealt With—Secretary E. M. Trowern Will Devote His Entire Time to Federal Problems in Future—Western Men Present.

MONTREAL, Aug. 11.—(Special).—The Tenth Annual Convention of the Dominion Board of The Retail Merchants' Association of Canada, incorporated, was held recently at the rooms of the Quebec Provincial Board, 80 St. Denis street, Montreal.

The opening session took place on Wednesday at 11 o'clock. President B. W. Ziemann occupied the chair and welcomed the delegates who represented the various Provinces throughout the Dominion. The secretary, E. M. Trowern, read the minutes of the last meeting, which were received and adopted.

The report of the secretary was then read, which showed that the Provinces of New Brunswick and Prince Edward Island had been added to the Board since the last convention. The membership was also increased, making it the largest in the history of the Association.

The legislative work that had been accomplished during the year was laid before the meeting, which showed that a great deal of time had been given for the purpose of protecting the interests of the retail trade throughout Canada.

A resolution expressing the grief of the members in the loss by death of the 1st vice-president, U. G. Boivin of Montreal, was unanimously carried, and recorded on the minutes.

J. A. Beaudry of Montreal, treasurer, presented his report for the year, which showed a balance on hand to the credit of the Board, with no liabilities outstanding.



E. M. TROWERN,
Who will henceforth devote his entire energies to work of Dominion Board, R.M.A.

Several very important resolutions came before the meeting for their consideration, which will be acted upon by the Executive, at once.

Among others, the question of the Government placing a special war tax on patent medicines which are sold by retail druggists and general merchants, and exempting other classes even from custom duties on goods entering into Canada and which are made in Canada, was warmly debated and the Board considered that the matter could not have been properly presented to the Government or such discrimination would not have taken place. It is their intention to confer with the Government on this subject.

Adulterated Goods.

Another important resolution dealt with the question of prosecuting the retailer who had goods in his possession which were adulterated and which were guaranteed by the manufacturer. This will also be taken up by the Executive.

Made-in-Canada Goods.

The injury done to staple goods made in Canada and which are sold by a large number of retailers, and used by some "cut rate" advertisers as decoys to attract customers and then make up their loss of profit on these goods, or other goods that are imported or are not advertised, came in for considerable discussion, and will be taken up with the manufacturers.

Coupons and Voting Contests.

Coupons in packages and voting contest tickets also received considerable attention and legislation will be asked for to protect the public against what the convention considered a system of bribery.

Shortage of Goods in Delivery by Railway and Express Companies.

This subject brought out many complaints and the executive were requested to ask the members to report all such cases to the Association.

Trade Mark Goods.

The necessity felt by the merchants of having the retail price of all trade mark goods made a part of the conditions of registration, was also adopted.

Standard Sizes for Strawberry Boxes.

All berries sold in boxes, sold by weight, as well as selling all fruit and vegetables by weight, was fully considered and the executive will take this matter up with the Dominion Government.

False Advertising.

Action was also ordered to be taken against any firm who falsely advertised any article so as to make it appear different to what it was, or any plan offering goods at low rates which plan was deceptive and misleading.

Co-operative Societies.

A resolution was also passed requesting the Government to place the same restrictions on Co-operative Society Companies who solicit their capital stock from the public as is applied to all friendly or insurance companies.

Buying Goods in Car-load Lots.

The plan adopted by some consumers of buying goods in carload lots and dividing them amongst themselves, was shown to be detrimental both to the interests of the merchant as well as of the consumer.

Trade Marks on Proprietory Articles.

It was the unanimous decision of the convention that the retail price attached to a trade marked article should be included as part of the conditions and stipulations of protection, the same as the other features of the article.

Wholesalers and Manufacturers Selling Direct to Consumer.

This subject was considered very fully and several remedies were proposed. It



J. L. S. HUTCHINSON, Saskatoon, Sask.,
A Saskatchewan official who has been made a Vice-President of the Dominion Board.



F. E. RAYMOND, Saskatoon, Sask.,
Who was present at Dominion Board meeting in Montreal. He is secretary of the Saskatchewan Branch.

was pointed out that it was such an old subject and one almost worn threadbare that the remedy to be applied now must be lasting and effective, and it was left with the incoming executive to deal with at once.

Competition From Mail Carriers.

It was the unanimous opinion of the convention that mail carriers who are employed by the Government on salary and rural routes should not be allowed to carry parcels and receive pay for the same in competition with those who are employed by the merchants.

Prosecuting Those Giving Short Weight.

The following resolution was unanimously carried: "That whereas, no proper provision is now made either by Provincial or by Dominion Government, to prosecute those giving short weights and measures throughout Canada, that the executive be requested to prepare a memorandum and present it to the officers of the various Provincial Boards, with the view of presenting the same to the Dominion Government, when it meets with the approval of all concerned."

The Necessity of the Retailer in the Community.

"Whereas considerable discussion is constantly taking place with regard to the question of abolishing the middleman who is commonly referred to as the retailer, or the one who stands between the producer and the consumer, and whereas a false impression has been left on the public mind, partly created through the publication of some newspaper articles published by persons who have no knowledge of the great retail problem, we are of the opinion that newspaper articles and literature should be prepared and presented to the public in such a manner that this false impression should be removed, and we therefore request the executive to prepare a report on this subject and submit the same to the members of this Board at an early date."—Carried.

Treatment by Commission Agents.

"That this convention recommend that if any member of our Association receives what he considers to be unfair treatment from any commission agent, manufacturer or wholesaler, doing business in Canada or elsewhere, that the same be submitted to this Board, so that the complaint can be investigated, and action taken thereon if deemed advisable."—Carried.

Stamping Milk Cans.

"That this meeting places itself on record as being opposed to having the Dominion Government mark the quantity of milk that cans contain, on the can, as we believe that measures should not be used for the purpose of delivery."—Carried.

Inconsistency of Labor Unions.

"That this convention desires to call the attention of its members to the fact that labor unions are constantly demanding fair wages and proper terms of employment for themselves, and yet at the same time they are making every effort to injure the retail trade by recommending their members to invest their money in co-operative societies, which system has proven in Canada to be unfortunate and unprofitable."—Carried.

Commission of Enquiry.

"That this convention desires to express its approval of the action of the Dominion Government in appointing a "Commission of Enquiry," which will take stock of Canada's resources, facilities and financial and other conditions, with a view to arriving at a proper solution of the large problems which confront our Dominion, including those of transportation, production and distribution, in which the members of this association, from the Atlantic to the Pacific, are most vitally concerned."—Carried.

Among the other important matters taken up by the convention, perhaps the most important one was the unanimous decision to have the secretary of the Dominion Board, E. M. Trowern, give his entire time to Dominion matters.

Separate offices were provided, with proper equipment, so that the work being done in each Provincial Board can be kept in touch with, and all the assistance that is required can be given.

The following officers were elected for the coming year:—

President—B. W. Ziemann, Preston, Ont.

First Vice—J. O. Gareau, Montreal, Que.

Second Vice—J. L. S. Hutchinson, Saskatoon, Sask.

Treasurer—J. A. Beaudry, Montreal, Que.

Secretary—E. M. Trowern, Toronto, Ont.

Auditor—J. G. Watson, Montreal, Que.

Votes of thanks were tendered to the retiring officers.

In expressing his views on the work



W. C. MILLER,
Appointed Ontario Provincial Secretary of the Retail Merchants' Association.

E. M. Trowern, who has been Dominion and Ontario Provincial Secretary of the Retail Merchants' Association of Canada for a number of years, will henceforth give his entire time and work to Dominion matters only. The work that devolved upon him in the former dual capacity has grown to such an extent that the Dominion Board at its annual meeting in Montreal decided to relieve him of the pressure of Ontario affairs. He will now represent the entire Dominion, and will devote his time chiefly to important legislative matters. The Dominion Board will bear all expenses in connection with his work.

At a meeting of the Ontario Board on Monday last, W. C. Miller was appointed to succeed him as Provincial Secretary. Mr. Miller has been assistant secretary for the past year or so, and is therefore familiar with the work. It is believed by those who follow association matters that this will result in giving a better service to Association members in every province. Mr. Trowern will have much more time to devote to the large Dominion-wide problems which have been and are very pressing, and Mr. Miller will give all his energies to the conduct of Ontario affairs.

dealt with by the convention, one delegate, when asked if he enjoyed his trip, stated: "I had no time. They opened their meetings early in the morning and closed them about eleven o'clock at night, and I never worked harder in my life."

It was one continual grind from the opening to the close, and if any member is not prepared for close application he had better not become a delegate on the Dominion Board—it is certainly a real business institution.

* * *

New Ontario Secretary.

Toronto, Aug. 12—(Special).—Following the decision of the convention of the Dominion Board to have the secretary, E. M. Trowern, give his entire time to the work of that board, an executive meeting of the Ontario Provincial Board was held in the Association Rooms, corner of Yonge and College Streets, on Monday, August 9th, 1915, at which Mr. Trowern explained his position, and the need for giving his whole time to Dominion work. He tendered his resignation as secretary, which was reluctantly accepted by the board, who expressed themselves in the highest terms for the excellent manner in which he had devoted himself to the work of the association during the past eighteen years. Following his resignation, he recommended that W. C. Miller, who has been assistant secretary of the board, be elected secretary, which was done. Congratulations are being tendered to Mr. Miller, and the trade will wish him every success in his new position.

The offices of the Dominion Board are in the same building, and this combination should be of great assistance to the newly-elected officers of the province.

MAY SWEEP THEIR SIDEWALKS ANY TIME.

Grocers Win Out Against a City By-Law—Have Their Tea in Packages on the Market.

Toronto, August 12th (Special).—The Grocers' Section of the Retail Merchants' Association, Toronto Branch, have won quite a victory in regard to the by-law regulating sidewalk sweeping. Sometime ago Canadian Grocer reported how a retailer in the west end of the city was summoned to appear in court for sweeping some peanut shells off the sidewalk after 8 o'clock in the morning. The by-law stated that it was illegal to sweep the sidewalk in any event after that time of day. The question was fought out in the police court, E. M. Trowern, Dominion Secretary of the Association representing the retailers. The result was no conviction.

Since that time the Association has followed up the matter and at a recent meeting a committee was delegated to wait upon the mayor and board of control in reference to it. At Monday night last at the regular meeting of the Grocers' Section, Robt. Dowson, chairman of this committee reported the interview. After explaining the situation the board saw the retailers' contention and the mayor drawing his pen through that part of the by-law in reference to the time when sidewalks must be swept, stated that the grocers could sweep their sidewalks when they liked and as often as they liked as long as they sprinkled it first.

The remainder of the evening was taken up principally in dealing with the various lines that the Retail Merchants' Association, through the Grocers' section, is placing on the market for members. Sometime it was pointed out that they had gotten out their own brand of soap with an R.M.A. label and the other day their tea in packages was placed on the market. Samples of the various grades of tea were on display. W. J. Nichol, who has had charge of this work reported on the matter. There are five different labels—brown, blue, red, gold and green. In half pound packages, these will retail at 35c. 40c. 45c. 50c. and 60c. per pound respectively.

The third line of goods which the Toronto Grocers, Section are getting out is extracts. Mr. Nichol reported that these were now ready. There was also some talk of the grocers getting out a cleanser under the R.M.A. label.

Chairman Neil Carmichael, presided.

SUGAR PROPOSALS NOT YET COMPLETED.

In last week's issue, reference was made to the fact that sugar refiners and wholesale grocers were discussing a question in regard to the rebate on sugar from refiner to wholesaler for his work in distributing it to the retailer. Ontario wholesalers met in Toronto a week ago Saturday to discuss the question and on Thursday of last week, after Canadian Grocer had gone to press, met the refiners in Montreal. No definite conclusions have yet been arrived at. Various proposals were advanced and it may be that modifications of both the wholesalers and refiners requests will be finally decided upon. In the meantime the matter stands open until Sept. 1st. The four eastern refiners—The Canada Sugar Refining Co., The St. Lawrence Sugar Refineries, The Atlantic Refineries and The Acadia Sugar Refining Co. are all interested in the proposed changes. Until this question has been definitely arranged the sugar market in so far as Canada is concerned will be in an unsettled condition.

RULINGS IN REGARD TO STAMPS.

The Retail Grocers' Association of Ottawa, Ont., are performing good work in getting definite rulings from the Finance Department of the Federal Government in regard to what patent and proprietary goods must be stamped. At the last meeting of the Association the secretary, N. Hurteau, was instructed to communicate with the department for rulings on such lines as Bovril, Oxo Cubes, Vaseline, and Seidlitz Powders.

The following reply was received from the department:—

"Dear Sir:—With regard to vaseline, this article I am advised, is named in either one or both of the pharmacopoeias as officinal and in consequence is not subject to the tax. It does not follow, however, that vaseline preparations are not subject to the provisions of section 14 of the Special War Revenue Act. In order to determine the matter in the case of any particular preparation, you would have to submit a sample of the preparation and of the advertisements or literature used in connection with the sale thereof.

"As to bovril-cordial and oxo cubes, please submit samples, with the advertisements and literature used in connection with the sale.

"As to seidlitz powders and aromatic and tasteless castor oil, I am of the opinion that these articles are not patent or proprietary medicines within the meaning of the definition. If, however, either of them is sold, for example, as Jones' seidlitz powders or Jones' aromatic castor oil, and the advertisements connected with the sale claim that Jones' seidlitz powders or Jones' castor oil is a remedy or specific for a particular disease, the answer would probably be otherwise. In all such cases, please submit sample of article, together with the advertisements, labels and literature under which the article is sold. A ruling will then be given."

H. T. ROSS.
Assistant Deputy Minister of Finance.

Mr. Hurteau has since submitted the samples asked for.

WANTS INFORMATION ON SLOW PAYS.

Editor Canadian Grocer:

As you ask for an expression of opinion, I will say that I consider there is one need felt by the retail trade which overshadows all others, and that is the need for a credit rating of would-be customers.

Bad accounts are the ruin of the careless man, and the careful dealer refuses lots of business which would be profitable because he has no reliable guide as to their intentions or ability to pay.

Taking the trade as a whole, I think the loss from this source is greater than from all others; therefore, you would be doing the greatest service by persistently advocating the adoption of some feasible plan.

Hamilton, Ont. ALEX. MANN.

Editorial Note.—The Retail Merchants' Association of Canada have recently issued a book on delinquent debtors throughout the country for the use of members. This book contains a list of thousands of names of slow pays sent in by members of the association, and should be a very valuable book to have on hand in every retail store where credit applicants have to be dealt with. Those desiring further information should write to the head office of the Retail Merchant's Association, corner College and Yonge Streets, Toronto.

VARIETY OF GRAPE ON RAISIN PACKAGE.

An act compelling the marking of the name or variety of grapes contained in raisin packages, is one of the recently passed laws in the United States, which was introduced in the Assembly as Bill No. 1304. This act takes effect on September 1, 1916, thus enabling raisin packers to use up the labels and cartons that they may have on hand. Following is the act in full:

Section 1. It shall be unlawful for any person, firm or corporation to sell, offer for sale, expose for sale, or have in his possession with intent to sell, any box, package or carton containing seeded raisins, which box, package or carton shall have indicated thereon the fact that the same does contain raisins, unless it shall in addition to such indication have plainly and conspicuously marked thereon the variety of grape from which the raisins contained in such box, package or carton are manufactured or produced.

Section 2. Any person who shall violate any of the provisions of this act shall be guilty of a misdemeanour, and upon conviction shall be punished by a fine of not more than two hundred dollars, or by imprisonment in the county jail for not more than sixty days, or by both such fine and imprisonment.

Section 3. This act shall take effect September 1, 1916.

The year 1915 will be a record-breaker for trade, "if the Lord is willing and nothing busts." But records don't come unless you go after them. They don't grow behind the office stove or in the calamity columns of the newspapers.

SECOND CROP JAPANS DEARER

A LARGE Toronto wholesaler of tea is in receipt of a circular from a tea shipper in Japan dealing with Japan tea shipments between May 6 and June 26 of this year, and with general information on the tea situation there. "The first crop," says the report, which was written on July 10th, "has now all been marketed, and the quantity settled was about the same as last year. Prices as a rule were slightly higher, but cup quality was a little better. The market is now well supplied with second crop tea, indications pointing to fully as large a crop as in 1914. Owing to the general opinion prevailing that medium and lower grades will be mostly sought after, the teas show a tendency on the part of the producer to bring them on the market with as little expense as possible put into the first preparation. Thus the leaf is not as well rolled as last year. This is most noticeable in basket-fired teas, and at the moment desirable basket-fired are scarce. The second crop is ruling firm on a slightly higher level than last year and owing to higher freight rates and a sharp advance in exchange, tea will cost in America about 5 per cent. over last year."

In the table accompanying this report is shown the tea exports for the season of 1914 and 1915 up to June 26, with comparisons for the same period during the past four years. This shows that the total shipments to the North American continent up to June 26th amounted to 7,629,740 lbs. During the same period last year the shipments were 9,179,876 lbs. The year previous they were 8,307,329 lbs., while for the same period during the year of 1912 and 1913 they were 8,436,243, and the year previous to that again 10,033,332. This shows that up to the date mentioned shipments this season have been less by more than a million and a half pounds compared to the season of 1914 and 1915. In fact, they have never been less during the past four years.

A comparative table of total exports from all Japan is also given on this circular. In the last season—that is, the 1914-15 one—the exports to America were 33,784,000 lbs. It remains to be seen how close to this figure will come the total exports to America during the present season.

Separate figures are given for export to Canada. Up to the 26th of June they amounted to 214,630 lbs., as compared with 152,560 lbs. the last season, and 402,368 lbs. during the season of 1913-14. In 1912 and 1913, however, shipments to Canada during the same period amounted to only 184,175 lbs.

These figures should prove exceedingly interesting to anyone following closely the tea markets of the world.

* * *

Indian Tea Estimates.

Further evidence that the Indian primary tea market is quite firm is given by a large tea buyer, who states that about the middle of July he was offered a certain grade of tea for a certain price. On July 15th, a few days later, the same grade was quoted a quarter of a cent above the minimum and a quarter of a cent below the maximum. Later, on July 20, the same tea was a quarter of a cent above the price on July 15. His cables from Calcutta also showed that on June 19 it was estimated that the crops would be 8,000,000 lbs. in excess of last season. A month later cable showed this had dropped to an excess of only 4,000,000 lbs., while at the end of July the report was that there was no excess whatever on account of flood. The estimates, he declares, were made by the Indian Tea Growers' Association, a co-operative body which receives reports from different States all the time, and, therefore, the source is a reputable one. "In my opinion," he said, "it would not be at all unlikely to see tea go up 2 or 3 cents higher. You must remember that the British army is using approximately 1,000,000 pounds per week. In many instances the men who are fighting in this army are receiving more pay than if they were at home, so that their wives and families have more money to spend. It is, therefore, not at all improbable that the family at home is using much less, if any, tea even if the husband or another member of the family is away. This would, therefore, mean that this 1,000,000 lbs. that the British army is drinking every week is practically extra."

This tea merchant points out that the commonest China tea which can now be bought at around 21c, was formerly quoted at from 8 to 10 cents. Teas that are now from 25 to 26 cents, and which have been for weeks, could be purchased a year ago for about 14 cents. This tea man cited the above instances to show the strength of the market and to present his opinion that there was no cheaper tea in sight at the present time.

Slater Bros., grocer, Vancouver, B.C., sustained a fire loss recently.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

The Ideal Canning Co., Ltd., St. Dorothee, Que., is incorporated.

T. Macrae, of T. Macrae & Co., Cooksshire, Que., is back again at business, having recovered from a very severe wound received in the hunting woods last fall.

The first annual outing of the Almy's Limited, of Montreal, was held at Lavaltrie. About 700 persons attended. Sport competitions which were held proved a huge success.

Roy M. Wyman has joined the selling staff of the E. W. Gillett Co., and will cover Prince Edward Island and Nova Scotia with the exception of Cape Breton.

R. R. Rankine, Maritime Province representative of the Walker Bin and Store Fixture Co., Limited, Berlin, Ont., has joined the 45th Battalion and is now in training at Valcartier. During his absence at the front, the company's interests will be looked after in that district by C. H. Good. Mr. Rankine has been with the company for ten years. The trade will wish him a speedy and safe return home.

Ontario.

James Cummings, of Listowel, Ont. will in the future reside in Wingham, Ont. He has purchased a grocery concern there and will commence business shortly.

The death occurred last week of W. A. Lockhart in his 65th year. For the past sixteen years he has been connected with E. F. Mason and Company, retail grocers, Peterboro, Ont.

The co-partnership existing between W. J. Dagenais and Hector P. Poisson, grocers, North Cobalt, Ont., has been dissolved by mutual consent and the business will hereafter be conducted by Mr. Poisson.

The last publication of the Ontario Gazette gives notice of the incorporation of the Northern Grocery Co., Limited, of Fort Frances with a capital of $100,000.

Bradford and Johnston, have taken over the grocery, flour, feed and crockery stock, of the Rat Portage Store, Rainy River, Ont., formerly owned by W. J. McCart.

J. Carr, one of the selling staff of Hazel and Dawson, grocers and butchers, Hamilton, Ont., has joined the colors. He was presented with a handsome safety razor outfit by his fellow employes and a cash present from the firm.

E. McKinney, manager of the Aylmer Condensed Milk Company, left on a business trip to Vancouver, B.C., and other points of interest to the company.

E. F. Mason, a Peterborough, Ont. grocer has offered a machine gun to the second battalion, through the officers.

Albert Hammond has sold his grocery and confectionery business in Campbellford, Ont., to J. A. Jeffs and has purchased the grocery, china and crockery business of E. G. Bailey, Stirling, Ont.

A number of grocery firms in Guelph, Ont., are making moves to other premises. Benson Bros. are going to a new store on Quebec street and their premises will be occupied by Jackson & Son, who will be followed by Hood and Benallick.

The plant of the St. Thomas Packing Company, St. Thomas, Ont., was badly damaged by fire at noon Tuesday, the smoke house, sausage room and warehouse being totally destroyed, along with their contents. The large cold-storage plant, with 600,000 pounds of fish and large quantities of meats, was saved after hard work. The loss is covered by insurance.

Western Canada.

The Saskatoon Retail Merchants' Association held a "field day" at the Saskatoon Exhibition grounds, on July 29. A good sized crowd attended and an enjoyable day was realized by all.

William Geodge Hewlett, of Westbank, B.C., succumbed after a lingering illness recently. For the past four or five years he operated a grocery store and held the position of postmaster in that locality.

At a recent meeting of the Saskatoon Retail Merchants Association it was decided to free clerks for the harvest season. This association too, claims to be the first of its kind in Canada to attempt to raise money for the purchase of machine guns.

The W. H. Malkin Company, Limited, wholesale grocers of Vancouver, B.C., are having plans prepared for the installation of machinery for the manufacturing of their food products, many of which, in the past, have been packed outside that province. This firm has been established on the coast for the past 20 years.

Practically every class of merchant in North Vancouver, B.C., was represented at a conference with the city council recently, when the proposal to raise the freight rates on the ferries was discussed. The merchants to a man protested against any change being made at this time. Their contention was that it would have a detrimental effect to the city from an increased cost of living standpoint. Many of the business men admitted that at the present time they would not feel the increase to any great extent, but in case times became better and business increased the added cost by reason of increased freight rates would be from 50 to 100 per cent.

F. E. Raymond, secretary of the Retail Merchants' Association, Saskatchewan Branch, accompanied by J. L. S. Hutchinson, a hardware dealer in Saskatoon and one of the prominent officials of the provincial association, were in Toronto during the week and called on Tuesday at the Toronto office of Canadian Grocer. Messrs. Raymond and Hutchinson were in Montreal attending the Dominion Board meeting of the R. M. A., and later spent some time in the Maritime Provinces. They visited the Toronto office of the Association and left on Wednesday for home via Chicago, St. Paul and Winnipeg, intending to spend a day in each of these cities.

NO DIFFERENCE.

A darkey running a ferry across the Alabama River was accosted by a poor white stranger, who wanted to cross, but hadn't the wherewithal.

"It doan't cost yo' but three cents ter cross," insisted Pete.

"I know, but I hain't got three cents."

"I done tell yo' what," was Pete's reply. "A man what's not got three cents am jes' as well off on dis side ob de river as on de odder!"—Exchange.

A PAPER WORTH HAVING.

MacLean Publishing Co.:

Dear Sirs,—Enclosed find two dollars, amount for Canadian Grocer. The paper is worth having in every way. Wish you success.

E. J. DRAKE,

Guelph, Ont., Aug., 1915.

Some Exporting on Canned Peas and Corn

This Represents a New Order of Things — Market is Perceptably Firmer — Currant Prices Going Up; Also Dried Apricots—Filberts Will Be Cheaper—Sugar Unsettled Owing to Negotiations Between Refiners and Wholesalers—Some Damage to Bean Crops.

Office of Publication, Toronto, Aug. 12, 1915.

FOR some months now the flour trade has been much disorganized and disturbed by the question of awkward freight rates. This has not been improved any by advance of a nickel for shipments for August and of ten cents for shipments of September and October. Uncertainty regarding freights is making selling for overseas accounts rather precarious. For shipments sold now there is no way of determining what the freight rate shall be when they are shipped, supposing they are not shipped until after October. In addition to this, the rate of exchange is also an important factor affecting the flour man. For instance, if a broker sells at present on a basis of $4.70, he is quite liable to receive less than that when payment is due. There seems to be no way of determining this and as we say, the two questions are disturbing. In a way though export business is active as far as bids are concerned, it does not seem to result in a great deal of business inasmuch as the bids for the most part are below the market prices. There seems to be a general disposition, however, both in England and in this country, to hold off buying, that is so far as wheat is concerned, because millers are reluctant to purchase new grain now if they think they can purchase still cheaper when the bumper crop is realized in the Canadian West. Moreover, cash wheat is exceedingly scarce. Meanwhile, cash Manitoba wheat is up a cent at $1.39 as we write. Flour men are anxiously looking for a favorable change in the flour situation, which cannot be expected to materialize until the new wheat comes along.

Dairy butter is up a cent this week in some markets and this is not altogether surprising. There is a good stiff demand over the cable, chiefly on account of the fact that the international situation in dairy products is not so good. Germany is buying as much as ever it can and supplies from Denmark into England are short, while France is not so well stocked for herself, much less in a position to export over the channel. As pointed out last week, there has been a great deal of cream going to the cheese factories and this has possibly been detrimental to the making of butter. At any rate there is a stiffness in the market at present and we should not be surprised to see prices slightly higher than they are now. Cheese on the other hand is lower if anything, although in Toronto no actual price changes are noticed this week, but in Montreal cheese is now down as low as 14c. It is amusing to look back at the very high levels which obtained three months ago and certainly few of us then expected to see cheese go as low as this.

QUEBEC MARKETS.

Montreal, Aug. 12.—With the holiday period in full swing, trade is inclined to be quiet. However, this province, especially in the country and rural districts, has been exceptionally good right along. The people seem to have plenty of money both for necessities of life and for pleasure. The business done by the railways in this province is splendid. There is considerable building going on in smaller cities like Three Rivers.

Interest of the trade has been centred more or less this week in conferences between the wholesalers and refiners on the one hand, and the wholesalers and canners on the other. In both cases the object was to come to an understanding regarding discounts and quotations. The cane refiners desire to drop their quotations in order more effectively to cope with competition.

The object of the meeting with the canners was to decide on prices for the new pack, and other more important matters. No decision was arrived at, but already the market, as was expected, is showing signs of strengthening, evidence of which is seen in higher quotations announced by a leading wholesale house this week.

The situation as regards maple sugar continues acute. Stocks recently shipped across the line have certainly removed any surplus from this country. Wholesalers are being cleaned out at prices they never anticipated, most of their stocks going to the States. Wholesalers here, who have sold their stocks, find themselves unable to buy anywhere.

Higher prices for jams are expected this year on account of the high cost of sugar. It is estimated that prices will be 5 per cent. higher. An advance is announced on pharmaceutical castor oil of 2c lb., quotations now being 14c lb. by bbl., and $1.60 per gallon.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Stronger wheat market.
- Flour continues quiet.
- Big demand for all feeds.
- Moulee only feed plentiful.
- Rolled oats market quiet.

PRODUCE AND PROVISIONS—
- Decline in live broilers.
- Easier tendency to lard.
- Easier butter market.
- Cheese declines several cents.
- Egg receipts falling off.

FRUIT AND VEGETABLES—
- Decline in blueberries.
- California grapes arrive.
- Advance in Messina lemons.
- Vegetable marrows $1 dozen.
- Potato market strengthens.
- Big decline in tomatoes.

FISH AND OYSTERS—
- Pickled salmon begin to move.
- Dogfish affect haddock supply.
- Halibut arrives well from west.
- Lake trout getting scarce.
- Dore prices rather high.

GENERAL GROCERIES—
- Maple sugar continues scarce.
- Cheap Japans are firmer.
- Canned goods advanced 5c dozen.
- Higher quotations for beans.
- Sultanas open 6c higher.
- Cream of tartar jumps to 50c.
- Evaporated apples to soar.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Scattered demand from England.
- Mill feeds strong.
- Flour difficulties.
- Freight rates higher.

PRODUCE AND PROVISIONS—
- Cooked meats strong.
- Butter prices up.
- No change in eggs.
- Cheese situation easy.
- Good supply of honey.

FISH AND OYSTERS—
- Trout prices advance.
- Salmon quotations up.
- No change in sea stuff.
- Fairly good summer business.

FRUITS AND VEGETABLES—
- Raspberries poor quality.
- Cucumbers quite plentiful.
- Peaches selling well.
- Cantaloupes in demand.
- Marrow now on market.
- Lettuce a glut.
- Potatoes easier.
- Plum supplies increasing.

GENERAL GROCERIES—
- Trade awaits rice crop.
- Stiffness in currants.
- Apricots have advanced.
- Lower prices on filberts.
- Cream of tartar up.
- Tea prices firmer again.

SUGAR.—A weakness developed in this market over the week, sales of Cubas being made in New York as low as 3 1/2c; later it strengthened, and further sales were made at 3 5/8c, while 3 3/4c was being asked. Naturally, during this period there was little business in refined going on, buying being only hand-to-mouth. Quietness was accentuated by the fact that travellers in the West were on their holidays. Refiners are hoping that things will improve in the near future.

Wholesalers from Ontario, Quebec and the Maritimes met all the Eastern refiners in Montreal last week to consider a discount suggestion in order more effectively to meet competition. The refiners, while willing to do this, are anxious that the wholesalers should bear their share by agreeing to a reduction in rebate. In other words, they met with the object of readjusting the agreement between refiners and the wholesalers.

No decision was arrived at. In the meantime, the refiners are considering the matter on the one hand, and the trade on the other. There may shortly be another meeting. A committee, composed of the following, will meet the refiners: Fred T. Smye, Hamilton; Hugh Blain, Toronto; H. C. Beckett, Hamilton; William Ince, Toronto; Archibald Miller, Quebec; Z. Hebert, Montreal; M. H. Dwyer, Halifax, and F. B. Schofield, St. John, N.B.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 50
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—It is beginning to look as if 20c Japan tea will be about the cheapest available that is any good, and the tendency is to buy teas at top prices. An excellent Japanese authority, writing to local representative from Kobe under July 14 date, says: "Second crop teas are arriving on this market in fair quantities, and, although the cup quality is good, we consider the leaf of coarser make than last year, and in consequence the styles in general do not make up as well. This is largely due to the cold weather which has prevailed until a week ago, and the over-picking of the first crop."

A local wholesale house advises the trade that the Japan crop will be a large one, yet at high prices. The first crop has been all marketed, and the quantity settled was about the same as last year. The cup quality is better. Desirable basket-fired teas at the moment are scarce.

Another local house states that they were unable to secure supplies of new crop Japan teas at their prices. In most cases their standards could not be matched for less than 2c advance on last year's prices, showing that within the last two or three weeks Japans, especially cheaper grades, have taken a strong position.

DRIED FRUITS.—Opening prices on Greek Sultanas are 6c higher than they were a year ago; there can be no question that Turkish product will be higher, for obvious reasons. There is a good demand in Quebec Province for seeded raisins in packages, loose muscatels, and for Valencias, which are going to be high. Spot stocks are practically nil, and the crop is estimated at 10,000 tons, compared with 20,000 tons last year. Future prices on selected Valencias are 9-9 1/4c, when Californias are selling for 1/2-3/4c less. Prunes are strong for spot. Peaches on the coast have advanced 1/2c, and apricots 1c on account of export demand.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
Apples, choice winter, 50-lb. boxes	....	0 08½
DRIED FRUITS		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 08½
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 06
Hallowee, 1-lb. pkgs.	....	0 07
Figs—		
8 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12 lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12 lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 08½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3 crown, lb.	....	0 09
Sultana, loose	0 10	0 11
Sultanas, 1-lb. packages	0 12½	0 15
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 16 oz.	....	0 1[illegible]

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Prices on shelled almonds are expected to be from five to six shillings lower than they were a year ago. Shelled walnuts will be high on account of the shortage of labor. Peanuts are quiet again. Brazils are still high, with limited demand.

Almonda, Tara	....	0 15½
Grenobles, new	0 15½	0 16½
Marbots, new	0 12	0 14
Shelled walnuts, new, per lb.	....	0 32
Shelled almonds, 28-lb. boxes, per lb.	0 34	0 35
Sicily filberts	0 12	0 13
Filberts, shelled	....	0 24
Pecans, large	0 18	0 21
Brazils, new	0 17	0 18
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½ (12½ lbs.).

MOLASSES.—The supply available is entirely too small for the demand. Holders claim they can get almost any price they like. Sales are being made at 53c, but it is believed 60c is not out of the question. A local dealer was offered 300 puncheons at a high figure, wired acceptance, but before his message reached the Island, it was sold. One of the largest dealers is down to 50 puncheons—a week's supply; there is more coming in, but much of this is already sold.

	Price for Island of Montreal.	
Barbadoes Molasses—	Fancy.	Choice.
Puncheons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 38½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Maple Syrups—	
New, pure, per 8½ lb. tin	0 75 0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15

SPICES.—Whole pimento was advanced to 12-15c this week. Cream of tartar jumped to 50c lb. for loose, and 57c in small tins—an advance of 5c lb. Market is irregular, with prices in primary market little changed, except on celery seed, sage and laurel leaves, the first two of which have moved violently upward. The Greek Government has prohibited the exportation of sage and laurel leaves. Many dealers in America are dependent on this source.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—Wholesalers have dropped their price on velvet head Carolina to 9-10c—a decline of 3/4c. Apart from this there are no changes. There is a good demand from wholesalers, and big sales of Canadian ground product are being made at rather low figures.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 50
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—There is a good sale for Santos on this market at comparatively low figures. A readjustment of things in Brazil is expected to result in higher prices.

DRIED VEGETABLES.—One wholesaler advanced his price on 3-lb. pickers this week to $3.75 per bushel, on the ground that supplies were difficult to obtain. Other houses are quoting $3.40-3.45 for 3-lb. pickers, $3.50-3.55 for 2-lb. pickers, and $3.65-3.75 for 1-lb. pickers. Stocks of peas are practically exhausted. Sales of buggy peas are being made today, which buyers would not look at a month ago; they are the only ones available.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 45	3 75
Yellow eyes, per bushel	....	4 00
Lima, per lb.	....	0 08
Peas, white soup, per bushel	....	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	....	3 00
Barley, pearl	4 25	4 50

CANNED GOODS.

Montreal.—Representatives of the wholesale trade from Quebec, Ontario, and the Maritime Provinces held a conference with representatives of the holding company here last week, and the situation was thoroughly thrashed out. No decision was arrived at with respect to selling prices for the coming year, and other meetings will take place in the near future, when it will be decided what course is proper to follow, so that everyone's interests may be protected within a reasonable measure.

The above is an official statement of what has taken place so far. It means that there is still an open market, and that an agreement between the canners and wholesalers has not yet been brought to a successful conclusion. The canners are looking for an agreement covering a longer period than ever before. One of the wholesalers will make the following suggestion at the next meeting of the canners and the trade: That the best thing for the canners would be for them to sell f.o.b. factory this year, and each guild arrange selling conditions in its own district.

The following committee will confer with the canners: Armand Chapnt and Z. Hebert, Montreal; Thomas Kinnear, F. M. Sloan and W. G. Lumbers, Toronto; A. E. Provost, Ottawa, and representatives of the trade in London and Hamilton.

The canners have control of about 98 per cent. of the pack since the formation of the holding company, and the majority of the trade feel confident that an agreement will be arrived at. The holding company have already advanced prices on spot goods—75c on corn and peas, and 82½c tomatoes f.o.b. factory net.

The effect of the holding company is also seen on quotations in Montreal. One large house announced a 5c advance on a number of lines to take effect on Monday of this week. Their quotations now are as follows: Tomatoes, 92½-95c; corn, 85-87½c; stringless beans, 85-87½c; standard peas, 85-87½c, and early June peas, 87½-90c. When it is considered that less than two months ago tomatoes were quoted at 80c, it will be seen that a marked strengthening of the market has taken place since then; in fact, within the last three or four weeks. It would not be surprising if prices went even higher than those quoted above within a short time.

New prices on canned salmon are not yet available. The feeling in the trade is that Sockeyes will be high, but that other lines will be somewhere on the same basis as a year ago.

Prospects are for higher prices on evaporated apples. The apple crop is expected to be unusually poor this year.

ONTARIO MARKETS.

Toronto, Aug. 12.—Summer trade is in full swing now, such as it is, and July was a fair month with the trade. The protraction of really seasonable weather however undoubtedly held back much of the animation usually felt in summer lines, and trade might have been better. Summer drinks have been a rather poor department this year; just why, it is hard to say.

The improvement in canned stuffs is now extensive. The trade is alive to the fact that present prices are comparatively low and that therefore the present is a good time to buy. Not only is this true because the domestic demand will force prices up, but also on account of the fact of heavy exports to Britain of peas and corn, in addition to tomatoes. Corn has never been exported before: they do not eat it in England, but evidently the Canadians over there are popularizing it.

Tea has again firmed up and cables from all primary markets reported a decided stiffening. With regard to the Indian sales, our market report shows that no great excess over last year has yet been attained, despite heavy general tea buying.

SUGAR.—The recent declines in New York on refined have been recovered to some extent this week; in fact about twenty-five per cent., according to wires dated yesterday. The pressure on refiners to sell has been relieved and that, together with improved demand, has ensured this much ground regained. But the situation is still not as strong as it was three weeks ago.

Locally the market is fairly firm, although prices are still pretty well kept down by competition, as has been the case for some time. Demand is fair to middling; there are no price changes to report. The questions between the cane refiners and wholesalers is somewhat unsettling the situation.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—Recent cables from both London and Colombo report a strong market. Common teas, it is affirmed, are firm again at Colombo. London reports common teas and fine alike firm. The latter are said to be scarce. Of course the season of the year would naturally infer a dearth of fine teas, inasmuch as the new teas do not arrive for four or five weeks yet. Quality is still declining and in the opinion of several tea men the easing off tendency remarked two or three weeks ago was very largely due to poorer quality. That is more or less immaterial now because the weakness was of the flash-in-the-pan variety. Both markets are quite firm again. There is nothing ahead in the way of price changes at this writing.

In a circular from a London house the amount of tea exported from Calcutta to all countries is seen to be only a trifle ahead of last year, the figures being: this year 31,689, and last year, 31,623. A foot-note says, however, that these figures will be considerably enhanced when teas ordered are gotten through to Russia. Russian buying is still heavy.

DRIED FRUIT.—Currants, as noted last week, are firm and the tendency is still more decided. It is said that English biscuit manufacturers are buying very heavily in the primary markets. Moreover, the demand here, on the part of the wholesale trade, is greater than that of last year. Primary markets show really stiff advances and we may—unless the situation suddenly weakens—look for higher prices. There is a good deal of heavy buying going on in prunes for futures and levels are firm. Apricots have advanced. There has been a very heavy tonnage of apricots shipped recently and in consequence prices on dried stuff, owing to a big demand, are

firm and high. Buying on seeded and seedless raisins holds off because the trade expects the new price schedule on or about the fifteenth. It will be fairly stiff, wholesalers judge. The Valencia crop was bad, and though the California yield is good there will be materially increased demand for it. Sultanas, because of Turkey's position as a belligerent nation, will be a minus quantity this year. Peaches and peels show no change. Demand for former is brisk at ruling prices.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11¼
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets		0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

SPICES.—Cream of tartar is way out of sight. Difficulties alike in sufficiency of supplies and their securing—particularly the latter—are responsible, and we quote anywhere from 50 to 60 cents. Peppers are firming up again: the shortage of crops combined with poor facilities in shipping may lead to higher prices before very long. Freights are becoming a problem all round. Orders have been placed, but such supplies as come forward are eagerly snapped up without being more, very often, than a drop in the bucket, not so much because there aren't supplies to get as because the getting is difficult. Sage is still scarce. Seeds show no price changes, though the market is stiffening rapidly.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	—	—0 15
Cassia, whole	—	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	—	0 27—0 35
Cloves, whole	—	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	—	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	—	0 25—0 30
Ginger, African, ground	—	0 14—0 18
Mace	—	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	—	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	—	—0 50
Pastry spice	—	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	—	0 35—0 37
Pickling spice	—	0 16—0 20
Turmeric	—	0 18—0 20

NUTS.—Prices on filberts for future have been named and they are a little lower than usual, for which in this time of high prices—the Saints be praised! Tarragona almond prices should be lower too. There has been a very good crop this year. Demand for shelled almonds is brisker. Walnuts and almonds in shell show no change.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble		0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts		0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

BEANS.—There seems to be little doubt that the heavy rains of the past few days have damaged the crop to some extent, though luckily the rain ceased a day or two ago. There is a brisk demand at present for spot stocks with no alteration in price, although the market has a firm tone.

Beans—		
3-lb. pickers, cwt.	3 40	3 50

RICE.—The situation shows no material change. There is a light movement, just enough to satisfy needs, but the trade awaits the new crop which promises to be large and would logically infer lower levels. Thus, activity will be delayed for some weeks yet.

Rice—		
Rangoon "B." per cwt.		4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.		5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.		0 05½

COFFEE.—Futures were firmer in the primary market and the market generally has taken on a firmer tone, although the large increase in visible supply might have been expected to be a check to any bull feeling. Trade here is dull and buying only hand to mouth.

Coffee, Roasted—		
Bogotas	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricaibo	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

TORONTO.

CANNED GOODS.—There is a firmer feeling with advancing prices. Retailers are exhibiting a strong demand at present: they recognize the present low levels and the presumption is that these will not last. Heavy shipments have been made to Europe recently. These have not been of tomatoes alone. Peas and corn have been called for in large quantities and such export will tend towards a stiffening of prices.

VANCOUVER MARKETS.

By Wire.

Vancouver, Aug. 12.—Creamery butter is easier at 31c. Cheese is now 19c, and eggs, local, are higher at 32c. Selected are 28c, and Island 32c. Lard, 3's, 5's and 10's are down 20c, and 20's are down to $2.73. Beans, Ontario, are off ¼c, while Lytton are up ¼c. Evaporated apples are up to 9c. Flour is down to $7.50. Potatoes are cheaper by $2 a ton. Onions are ½c a lb. Dried apricots are 10c, apples 9c, prunes 10c, peaches .06c, and figs 5c.

PRODUCE AND PROVISIONS.	
Butter, creamery, per lb.	0 31
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 19
EGGS—	
Local fresh	32 c
Extra selected	28 c
Vancouver Island	32 c
Lard, 3's, per case	8 55
Lard, 5's, per case	8 45
Lard, 10's, per case	8 40
Lard, 20's, each	2 73
GENERAL.	
Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 50
Evap. apples, 50's	09 c
Flour, 49's, bbl.	7 50
Lemons, box	3 75 4 25
Potatoes, per ton	18 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	½c
Oranges, box	2 75 3 [illegible]
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50
CANNED GOODS.	
Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20
SALMON.	
Sockeye, 1 s, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00
DRIED FRUITS.	
Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (CALGARY).

By Wire.

Calgary, Aug. 12.—Apricots in crates are $1, blackberries $2, and grapefruit $5. Potatoes are now 75c for spot goods. Prunes are scarce. Low-priced teas are almost entirely cleaned up here. Jobbers now expect to make a little money on canned vegetables. Heretofore pickings have been lean in the country, and now travellers report splendid business throughout the province. Splendid sunshine is fast ripening the crops.

General—		
Beans, small white Japan, lb.		0 06¾
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail		3 70
Rolled oats, 80s		3 30
Rice, Siam, cwt.		4 00
Potatoes, new, per bush.		0 75
Sugar, pure cane, granulated, cwt.		7 55
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.		0 17½
Butter, No. 1, dairy, lb.		0 20
Eggs, new laid, doz.		0 20
Lard, pure, 3s, per case		8 70
Lard, pure, 5s, per case		8 63
Bacon, smoked backs, per lb.		0 18½
Bacon, smoked bellies, per lb.		0 21
Canned Goods—		
Tomatoes, 3s, standard, case		2 55
Corn, 2s, standard, case		2 10
Peas, 2s, standard, case		2 10
Tomatoes, gals., case		2 00
Apples, gals., Ontario, case		1 75

Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Lobster, ½s, per doz.		2 65
Salmon, finest sockeye, talls, 48xls, per case		10 00
Salmon, pink, talls, 48xls, per case		4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.		0 09½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 13
Pears, choice, 25s, per lb.		0 14
Fruits—		
Blackberries		2 00
Blueberries, Ont., basket		2 30
Cantaloupes, crate		5 50
Grapefruit, Cal.		5 00
Oranges, case		5 50
Lemons, case		6 25

SASKATCHEWAN MARKETS.

By Wire.

Regina, Aug. 12.—At Regina, jobbers are paying 17¾c for butter in boxes and 18½c in tubs. They are paying 16c for eggs. Cheese is slightly lower at 16⅜c. Dates are a half a cent a pound higher. Ontario beans are quoted at $3.90. Lard is considerably lower, being quoted: 3's at $8.60; 5's at $8.55; 10's at $8.50, and 20's at $2.82. Sugar recently dropped 10c. It is now quoted at $7.34. Fruit and vegetables are most plentiful. The following are other existing quotations: Oranges, $5; lemons, $5; blueberries, $2 (15 lbs.); pears, $2.65; apples, $2.50; peaches, $1.10; plums, $1.50; tragedy plums, $1.75; tomatoes, $2; canteloupe, $2; crab apples, $2.75; apricots, B.C., $1.15; Wala Wala onions, $2.50; cabbage, 2c; carrots, 1c; beets, 1½c; celery, 8c. Oranges and lemons are strong, and an advance is expected.

Produce and Provisions—		
Butter, creamery, per lb.		0 26
Butter, dairy, No. 1		0 15
Cheese, per lb., large		0 16⅞
Eggs, new laids	0 12	0 15
Lard, 3's, per case		8 60
Lard, 5's, per case		8 55
Lard, 10's, per case		8 50
Lard, 20's, each		2 82
General—		
Beans, Ontario, per bushel		3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.		0 45
Cocoanut, lb.		0 19
Cornmeal, bail		2 80
Apricots, per lb.		0 12
Evap. apples, 50's		0 08⅞
Flour, 98's		3 50
Rolled oats, bail of 80 lbs.		2 93
Rice, per cwt.		3 90
Sugar, standard gran., per cwt.		7 34
Sugar, yellow, per cwt.		6 94
Walnuts, shelled, 41c; almonds		0 41
Canned Goods—		
Apples, gals., case		1 39
Broken beans, 2's		2 85
Beans		2 2[illegible]
Corn, standard, per 2 dozen		2 28
Peas, standard, per 2 dozen		2 28
Plums, Lombard	2 15	2 28
Peaches		3 22
Strawberries, $4.33; Strawberries		4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case		9 85
Sockeye, ½'s		12 35
Cohoes, 1's		6 00
Humpbacks, 1's		4 50
Fruits and Vegetables—		
Apples, fancy, box		2 50
Celery		0 10
Grapefruit, per crate		4 50
Sweet potatoes, per crate		4 50
Lemons		5 00
Oranges, Valencias		5 00
Pineapples, case		4 25
Potatoes		1 00
Potatoes, new		1 00
Preserving cherries		1 90
Tomatoes		2 00
Watermelons		9 00
California Onions		0 03½
Dried Fruits—		
Currants, per lb.		0 09½
Prunes, 70-80, 25's, lb.		0 10½

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 12.—The expected drop did not come in Ontario flours so far this week, but dealers still are confident that it must ere long. Sugar is quiet, no change being expected for the present. Higher quotings are made in molasses, resulting in a slight jump this week to 48c and 49c. Stocks are only fair locally. Cornmeal, ordinary, shows a slight advance of 10c. American pork is easier at $24 to $26.50. No domestic will be available until fall. Strawberries are off with a poor season, as little preserving was done in comparison with other years. Raspberries are slightly better. Green vegetables are plentiful, with prices easier. Potatoes are lower at 70c. Eggs and butter are in good supply, with no changes in quotings. General business is fair.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.		0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 00	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11⅝
Lard, pure, per lb.	0 12¾	0 13
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.		5 [illegible]
Cornmeal, ordinary		4 [illegible]
Flour, Manitoba, per bbl.		7 85
Flour, Ontario		7 15
Rolled oats, per bbl.		7 50
Oatmeal, standard, per bbl.		8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box		4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel		0 70
Strawberries	0 11	0 14
Sugar—		
Standard granulated		6 80
United Empire		6 70
Bright yellow		6 60
No. 1 yellow		6 30
Paris lumps		7 60
Lemons, Messina, box		
Beans, hand-picked, bush.	3 60	3 65
Beans, yellow eyes, per bush.	3 70	3 75
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 48	0 49
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 08¾	0 09
Rice, per cwt.	4 25	4 50

CANADIAN GROCER UNITES OLD FRIENDS.

An article published in Canadian Grocer some weeks ago was responsible for the uniting of two old friends, now connected with the grocery trade in Canada, but who were formerly co-workers in a grocery store in Scotland. The article in question referred to some of the business methods of Donald Nicolson, Roncesvalles Ave., Toronto. A week or so before there was a snapshot of Mr. Nicolson in this paper in connection with the Toronto Grocers' Picnic at Cobourg. A reader in Stellarton, N.S., noticed the picture and also read the article in reference to Mr. Nicolson, discovered his address, and wrote to him. His name is James Moffat, and he is with T. A. Fraser & Co., in Stellarton. In writing to Mr. Nicolson, Mr. Moffat says: "Do you remember when we were in Cooper & Co.'s grocery in Ayr, Scotland? There were two imps of message boys, one named Irving, and the other Moffat. Well, I am Moffat. I noticed your photo in Canadian Grocer some time ago, and later I got your address through an article which appeared there. I am very glad to see that you are in a prosperous condition, and hope it may long continue, etc., etc."

This is just another evidence of the national character of this paper. It is one of the many instances where friends have been re-united after many years.

THE ONTARIO POTATO SITUATION

Various reports have appeared in the daily press to the effect that late potatoes have commenced to rot in the fields in many places in Ontario. Canadian Grocer took this matter up with a number of large potato wholesalers and so far as they know, or at least so far as reports to them are concerned, little, if any rot has been mentioned. The extremely wet weather of the past month if it continues will no doubt be hard on late potatoes and particularly in low lying land such as will be found in Western Ontario along the Lake Shore.

Apart from the possibilities of rot, the potato crop in Ontario looks splendid. While the acreage may not be quite as large as last year, the crop up to the time the heavy rain set in, was exceedingly promising, but it will be a couple of weeks yet before real definite information can be secured as to the final outcome.

A LARGE ORDER.

A drummer for a New York grocery house took shelter from a thunder shower in a small grocery kept by a colored man in the suburbs of Nashville, and pretty soon the proprietor asked:

"Was yo' a stranger around yere, sah?"

"I represent this house," replied the drummer, as he handed out one of his cards.

"I see. Does yo' own de bisness yoself?"

"Oh, no."

"Was yo' de senior pawdner?"

"No."

"De junior."

"No."

"Was yo' backin' de concern wid yo' capital?"

"No."

"Just sent out to take orders?"

"That's all. Perhaps I can take an order from you."

"Well, suh, if dat house has dun sent yo' clean down here to get an order from me, I ain't gwine ter be mean about it. Just put me down for fo' pounds of brown sugar an' draw on me arter sixty days fur de bill."

Heavy Demand for Berries

Blueberries in Big Demand—A Few Thimbleberries Here—Vegetable Marrows Now Selling —Messina Lemons Firm and Slightly Higher.

MONTREAL.

FRUIT.—New Canadian apples are being offered more freely at prices varying between $2.00 and $4.00 per bbl. There was a drop in blueberries this week to 11c. and the demand at this price is heavy. Lake St. John blueberries are coming in now, quoted at 1.50-1.75 per box, of about 20 qts. California green grapes are in, offered at 2.50 per crate. Gooseberries are out, unless they are arriving from the west. Limes have advanced to 1.40, with a slow demand. Late Valencia oranges continue high—4.00-5.00. Rodi oranges are being quoted 4.00 per box for 200-160, and 2.00 half boxes of 100-80 size. A slight advance in Messina lemons took place to 3.25; Verdellis are quoted 4.00 per box, 300 size. Pineapples, 36 size are offered at 2.50. The best raspberries are selling for 10 c., but there are others bringing as low as 3c. per qt. The season is practically over. Red currants are practically done on account of the dry weather in this province.

Apples—		
New apples, bbl.	1 75	4 00
Bananas, bunches	....	2 25
Blackberries, 11-qt. baskets	....	0 75
Blueberries, per qt.	....	0 11
Grapefruits, case	4 00	5 00
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, Cal., case	....	2 50
Lemons—		
Messina, 300 size	....	3 25
Verdillis	....	4 00
Limes, box	....	1 40
Oranges—		
Valencias, Cal., late, 126-250	4 00	5 00
Rodi, 200-80, box	....	4 00
Pineapples, 18-24 and 30-36	....	2 50
Peaches, box	....	1 40
Peaches, crate 6 baskets	....	2 25
Pears, new, box	....	3 00
Plums, box 4 baskets	....	1 75
Raspberries, qt.	0 03	0 10
Cherries, Canadian, basket	....	1 00
Cantaloupes, box of 45	....	3 50
Apricots, box	....	1 75
Watermelons, each	0 40	0 50

VEGETABLES.—The newest things on the market are vegetable marrows, of fair size, which are worth 1.00 per doz. Potatoes, which dropped to 50c. per bag last week on account of over supply, recovered quickly, and went as high as $1, but fell again to 65-70c. for 80 lb. bags. Beans are cheap at 50c. for bags of 20 lbs. Any decent sort of cabbage is worth 50c. doz., as there are lots of bad ones on the market, the grasshoppers having eaten them up. Cauliflowers, which have also suffered, are bringing 3.00 doz. Corn took a drop to 10-18c. per doz., and in a few days will have dropped still further. Cucumbers are keeping up pretty well, and are quoted 25-30c. doz. Canadian mushrooms are on the market at 40c. per lb. Onions are still 1.00 per doz. bunches. Peas are practically done; there are only a few left, and they selling high—around 1.50 per bag. Peppers are selling in hampers at 1.50. There has been a drop in the price of American potatoes to 1.75-2.00 per bbl. Spinach jumps to 75-1.00, having been impeded by dry weather; there is not a big demand for it. A heavy decline took place in tomatoes from 2.50 to 1.25-1.50 box. Hothouse tomatoes also dropped to 13c. lb.

Beets, new, doz. bunches	....	0 35
Beans, wax, Montreal, per bag	....	0 50
Beans, green, Montreal, per bag	....	0 50
Cabbage, Montreal, per doz.	0 40	0 50
Carrots, new, 3 doz.	....	0 50
Cauliflower, Canadian, doz.	2 00	3 00
Celery, Montreal, doz.	0 25	0 75
Corn, doz.	0 10	0 15
Cucumbers, fancy, doz.	0 25	0 30
Head lettuce, doz.	....	0 25
Curly lettuce, doz.	....	0 15
Mushrooms, lb. basket	....	0 40
Onions—		
Montreal, doz. bunches	....	1 00
Parsnips, new, doz. bunches	....	0 30
Parsley, Canadian, doz. bunches	....	0 15
Peas, sack	....	1 50
Peppers, green, hamper	....	1 50
Potatoes—		
Montreal, new, bag	0 65	0 70
American, new, bbl.	1 75	2 00
Radishes, doz.	....	0 20
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	0 75	1 00
Turnips, new, doz.	....	0 20
Tomatoes, hothouse, lb.	....	0 13
Tomatoes, Montreal, box	1 25	1 50
Vegetable marrows, doz.	....	1 00
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—Raspberries are getting a little better price here now, and we quote 12 cents for them. There seems to be a big demand but most of the stuff was very wet this week, owing to the heavy rains. Blueberries show no appreciable change, while thimbleberries—rather poor quality—sold from 8 to 10 cents a box. Black currants are only going in 11-qt. boxes now and we quote $1.25 to $1.50 therefor. Cherries are now coming in well, and are in much better shape. Plums are becoming more easy to get now and consequently the price has been shaded a trifle. The 11-qt. baskets are a little cheaper than the smaller ones. Peaches are getting to be in good shape and the Georgian Elbertas sell at $2 to $2.25 a bushel. Cantaloupes are getting quite a big call too: prices on Canadian stuff are stiffer again. Apples, bananas and the rest are pretty well stationary.

Apples, new, imported	1 25	1 50
Apples, Delaware, bus.	....	1 50
Bananas, per bunch	1 50	1 90
Blueberries, 11-qt. basket	1 25	1 50
Cocoanuts, sack	4 00	4 25
Cherries, Can., 11-qt. basket	0 40	0 60
Cherries, extra choice, black	0 85	0 90
Currants, red, box	0 05	0 07
Currants, black 11-qt. basket	1 25	1 50
Cantaloupes, case	4 00	4 50
Cantaloupes, Can., 11 qt. basket	0 60	1 00
Gooseberries, small, 11-qt. basket	0 40	0 50
Gooseberries, large, 11-qt. basket	0 75	1 00
Grapefruit, Cuban, case	4 00	4 50
Grapes, Cal., case	3 50	3 75
Oranges—		
California Valencias	4 50	5 00
Lemons, new, Messina, box	3 75	4 00
Lemons, California	3 00	3 25
Limes, per 100	....	1 50
Musk melons, box	4 00	4 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 25	2 50
Peaches, Canadian, ½ basket	0 20	0 25
Peaches, Canadian, large basket	0 50	0 85
Pears—		
California, Bartlett, box	2 50	2 75
Plums, Canadian, ½ basket	0 25	0 35
Plums, Canadian, large basket	0 50	0 60
Plums, box	1 50	2 00
Raspberries, box	0 08	0 12
Thimbleberries, box	0 08	0 11
Watermelon	0 50	0 60

VEGETABLES.—The very heavy rains of this and last week do not seem to have affected potatoes a great deal, according to farmers' reports. The rot, however, would not be apparent yet in any event, and we may have evidences of it later on. Old potatoes are a bugbear; dealers can't sell them. New stuff continues to get cheaper. Cucumbers are quite plentiful again and are lower in price in consequence. Lettuce continues to be a glut on the market. Green peppers are considerably lower and we quote 35 to 40 cents therefor. American onions too are easier by 5 to 10 cents. Vegetable marrows are a new vegetable on the market and already selling well. Tomatoes have recently been shipped in very heavily, causing the price to decline sharply. Business in vegetables is generally slow.

Asparagus, Canadian, baskets	....	1 50
Beets, hamper, doz. bunches	0 20	0 30
Beans, wax, basket	0 15	0 25
Cabbage, new, crate	0 75	1 00
Cauliflower, hamper	1 00	2 00
Cabbage, crate	....	1 25
Carots, new	0 15	0 25
Celery, doz.	0 30	0 40
Corn, doz.	0 16	0 20
Cucumbers—		
Slicing, hothouse, basket	0 40	0 50
Canadian outdoor, basket	0 25	0 35

(Continued on page 37.)

Salmon Prices Up Two Cents

Stiffening on Both Markets—Advance in Toronto—Last Week's Good Supply Not Continued—Scarcity of Lake Stuff—Trout Goes Higher.

MONTREAL.

FISH AND OYSTERS.—There is no important feature to this business at present moment. Trade generally is about what it should be taking into consideration the period of the year, and the general depression in trade at large. Fair quantities of fresh fish are moving, while all kinds of salted, pickled, prepared and smoked fish are at a standstill, with the exception perhaps of pickled herrings, salted codfish, and pickled salmon, which are just starting to move. There is a good deal of speculation regarding the shipment of our overproduction to the British Isles, and this movement has had the effect of firming up prices of certain fish products, and creating a little uneasiness among distributors. This week, due to bad weather and dogfish reappearing on the fishing grounds, the crop of haddock, codfish and mackerel has fallen a little short. Gaspe salmon, which had been plentiful, is again showing signs of decreasing. Halibut from the West Coast is arriving in fair quantities, with maintained prices. Lake fish, particularly trout, is a little scarce, but fall fishing will be on soon, when large quantities are expected to be distributed to the markets. Dore fishing on the Manitoban lakes will start at the end of this month, and until then prices of this fish will be rather high. Lobsters are rather scarce, and with a fair demand at pretty stiff prices.

TORONTO.

FISH AND OYSTERS.—The outstanding thing to report this week is the advance in both eastern and western salmon, which amounts to a cent and a half to two cents, making both western and eastern stuff now worth 18 to 20 cents. This is in strange contrast to the reported good catches in Montreal and the east a few days ago. There is a really sharp demand for salmon here, however, just now. Country hotels and summer resorts are calling loudly for it. Hence the firmness. Lake stuff too shows a tendency to be higher and in the case of lake trout we alter our prices to 11 to 12 cents. Herrings, eels and whitefish—particularly the latter—are all in good demand. The sea fish market shows little change, haddock and cod getting their usual quota of business.

	Montreal	Toronto
SMOKED FISH.		
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10
FROZEN FISH—SEA FISH.		
Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....
DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15
BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	2 5·
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	....
CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25
FRESH SEA FISH.	Montreal	Toronto
Halibut	11 —12	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	6	7
Salmon, Western	15 —16	17 —18
Salmon, Eastern	14 —15	17 —18
FRESH LAKE FISH.		
Carp, lb.	0 08	....
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout	0 11	11—12
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12—13	....
FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07
PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

FRUIT AND VEGETABLES.

(Continued from page 36.)

Egg plant, doz.	....	1 50
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb bags	1 25	1 50
Can., 100-lb. sacks	2 25	2 50
American	0 85	0 95
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Spanish, case	....	2 85
Green peppers, basket	0 35	0 40
Green peas, Can.	0 25	0 35
Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, new, bag	1 00	1 10
Potatoes, Virginias, bbl.	....	2 50
Parsley, basket, 11-qt.	0 25	0 35
Radishes, doz.	0 10	0 15
Tomatoes, Canadian, 11-qt.	1 25	1 50
Tomatoes, Can. hothouse, lb.	0 14	0 16
Lettuce, leaf	0 15	0 20
Lettuce, Canadian, head, doz.	0 30	0 40
Vegetable marrow, doz.	1 00	1 10

CAN YOU ANSWER THIS?

(Continued from page 22.)

plaints about both of these articles that those members who are dissatisfied have broken away from their club. This may or may not happen elsewhere, but there is considerable truth in the old saying: "Give a man sufficient rope and he will hang himself." Canadian Grocer would appreciate hearing from merchants in other parts of the country who have been up against this same difficulty, and who have been able to overcome it. Those who have will be doing the trade in general a great benefit. Please write us your experience at your earliest convenience.

Cheese Prices Show Further Decline

In Montreal, Though Not in Toronto—Dairy Butter Up a Cent in Toronto—Tight Situation in Great Britain—No Change in Eggs—Good Supply of Honey.

MONTREAL.

PROVISIONS.—There is no change in prices of either meats or lard. The latter market has an easier tendency due to heavy production in the United States, and curtailment of business. Sales of smoked and cured meats, which have been heavy during the summer months, continue to come in freely.

Hams—		
Small, per lb.		0 20
Medium, per lb.		0 19
Large, per lb.		0 18
Backs—		
Plain, bone in		0 24
Boneless		0 26
Peameal		0 26
Bacon—		
Breakfast, per lb.		0 22
Roll		0 17
Shoulders, bone in		0 15
Shoulders, boneless		0 16
Cooked Meats—		
Hams, boiled, per lb.		0 28
Hams, roast, per lb.		0 31
Shoulders, boiled		0 25
Shoulders, roasted		0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.		0 15½
Long clear bacon, 80-100 lbs.		0 14½
Flanks, bone in, not smoked		0 15½
Barrelled Pork—	**Per bbl.**	
Heavy sbort cut mess		26 00
Heavy sbort cut clear		26 00
Clear fat backs		29 00
Clear pork		27 00
Lard, Pure—		
Tierces, 350 lbs. net		0 12½
Tubs, 50 lbs. net		0 13¼
Boxes, 50 lbs. net		0 12¾
Pails, wood, 20 lbs. gross		0 13
Pails, tin, 20 lbs. gross		0 13
Cases, 10 lbs., tins, 60 in case		0 13¼
Cases, 3 and 5-lb. tins, 60 in case		0 14½
Bricks, 1 lb. each		0 15
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net		0 10½
Boxes, 50 lbs., net		0 10¼
Pails, wood, 20 lbs., net		0 10¾
Pails, tin, 20 lbs., gross		0 10¾
Cases, 10-lb. tins, 60 in case		0 11½
Cases, 3 and 5-lb. tins, 60 in case		0 11½
Bricks, 1 lb., each		0 12½
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—This market has a slightly easier feeling, but there has been just sufficient export demand to hold it steady. It was a pretty ragged market last Saturday, but export business continues to keep it up. Prices have not changed any here.

Butter—		
Finest creamery		0 29
Dairy prints		0 26
Dairy, solids		0 24
Separator prints		0 23
Bakers		0 21

CHEESE.—This market weakened considerably last week-end on account of lack of export business. The result was that prices to the retailer suffered the biggest decline of the season, old make which was 22c now being quoted at 18-19c, and new make, which was 15-16c, now being 14-15c. Old specials are now pretty well off the market. Stocks in England are getting rather heavy, and with the high prices of the last few weeks, consumption has fallen off.

Cheese—		
Old make	0 18	0 19
New make	0 14	0 15
Stiltou	0 17	0 18

Eggs.—No change in quotations. Receipts are dropping off all the time, and quality of summer eggs is not very good. Prospects for fall depend largely upon export business.

Eggs, case lots—		
Stamped		0 27
Selects		0 26
No. 1's		0 23
No. 2's	0 19	0 20

HONEY.—New crop honey is being offered, but wholesalers are not buying freely, as there is a lot of old crop on the market, which may have a bearing on new prices.

POULTRY.—Price of live broilers has dropped from 19-21c to 17-18c, as there are more coming in, and the demand is lighter. The biggest demand now is for live fowl, which are offered to the trade at 16-18c. A few fresh roasting chickens at 3-3½ lbs. each are coming in, and are offered at 25c. There is a fair demand for ducklings at 15-17c. Squabs are quoted at 40c pair for Canadian and 70c pair for Philadelphia.

Poultry—		
Frozen stock—		
Large roast chicken		0 23
Fowl, small	0 13	0 16
Turkeys, fancy	0 20	0 25
Ducks	0 13	0 14
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each		0 25
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair		0 40
Squabs, Philadelphia, pair		0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small		0 16
Turkeys	0 15	0 16
Ducks, old		0 15
Geese	0 09	0 10
Ducklings, 3 lbs.	0 15	0 17
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending Aug. 7, 1915	15,008	66,823	8,935
Week ending Aug. 8, 1914	16,162	65,390	9,055

TORONTO.

PROVISIONS.—There is quite a noticeable improvement in the demand for cooked meats in general and hams in particular. No price advancement is to be recorded, however. Last week, for some reason or other, was slow and the better condition this week just about levels things up. Lard shows no change. Breakfast bacon is in good demand. Bacons are shaded a trifle from last week's buying, though we do not find it necessary to alter our prices to meet the case.

Hams—		
Light, per lb.	0 18	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 14½	0 15½
Backs—		
Plain, per lb.	0 24	0 25
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 14	0 15½
Sboulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13¾	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Sbort cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 11¾	0 12¼
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10½	0 10¾
Pails, 20 lbs., per lb.	0 10¾	0 11
Hogs—		
Dressed, per cwt.		11 75
Live, per cwt. off cars		8 65

BUTTER.—Consequent upon our note last week as to the slightly less supplies has come a still more noticeable shortage in dairy stuff, and with it an improved demand from England. This has put up the price of dairy butter a cent, and the market is fairly firm at that. The real demand from England has probably not materialized yet. And it is possible that if supplies rule scarce we may see higher levels for dairy butter. The situation in England exists chiefly because supplies from the continent are, in some sort, cut off and while there is an improving production in Denmark there is a big call from Germany, and France has all she can do to fill present requests. So we may see higher prices. On the other hand if less cream were sent to the cheese factory we should have more butter. Separator is worth 26-27c.

Butter—		
Creamery prints, fresh made	0 27	0 29
Separator prints	0 26	0 27
Dairy prints, choice, lb.	0 23	0 25
Dairy solids, lb.	0 21	0 23
Bakers'	0 20	0 22

CHEESE.—The English demand is chiefly conspicuous just now by its absence, notwithstanding low levels here. There would appear to be a tendency across the water to get rid of held stocks before contracting for new and therefore the situation is easy. The home demand rambles right along just easily, and prices show no disposition firmwards.

New, large, per lb.	0 15	0 15½
New, twins, per lb.	0 15¾	0 15¾

EGGS.—The situation, sentimentally and so far as prices are concerned, is unchanged. Prices hold to late levels fairly well, but show little disposition at this present time to advance.

Eggs—		
Specials (in cartons), doz.	0 24	0 27
Extra (selects)	0 23	0 24
No. 1s (straight new laids)	0 21	0 22
No. 2	0 17	0 18
Cracked	0 16	0 17

POULTRY. — Notwithstanding the natural increase in supply of ducklings prices are about half a cent higher, showing that there is a good demand. Spring chickens are practically unchanged. Old fowl is slow and there is a tendency toward lower figures therefor.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	16
Spring broilers	17—20	24—26
Turkeys	——	20—25
Ducklings	13—15	16½—17½

HONEY.—Three hundred members of the Ontario Beekeepers' Association report from all parts of the Province an average of 55 pounds per colony. The quality is excellent. Some honey has already changed hands at prices which the association recommends. These are as follows: No. 1 light extracted, wholesale, 10c to 11½c per pound; No. 1 light extracted, retail, 12½c to 15c per pound; No. 1 comb, wholesale, $2 to $2.75 per dozen; No. 2 comb, wholesale, $1.50 to $2 per dozen. These prices are f.o.b. in 60-pound, 10-pound and 5-pound tins.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 13

WESTERN CROP PROSPECTS.

T. H. Estabrooks, of the T. H. Estabrooks Co., Ltd., St. John, N.B., was in Toronto last week on his way home east from Winnipeg. While in the West he had a splendid opportunity of making inquiries about the crops and he says that with plenty of sunshine for the next week or two, the crops will be great, if not the best in the history of the West. He saw some very fine wheat fields in Manitoba and was informed by well-known men there that wheat in that Province was never better. "Why," he said to Canadian Grocer, "people are actually getting lost in the wheat fields. One man told me of having to hunt for two children who strayed away in one of the fields. In many places it is as high as and higher than some men's heads. All that is required is hot weather which will ripen the grain before there is a chance of frost. If this takes place the crops in the southern parts of the Prairie Provinces will yield splendidly, anywhere from 20 to 35 and even 40 bushels to the acre. While in the northern part of the Province the crops are good, there is a little more danger of frost, as the season there is a week or so later."

In the Maritime Provinces, Mr. Estabrooks states that business to-day is just as good and in the majority of instances better than a year ago. The war has had little effect on the staple business there, and things have been running along during the past year just as normally as ever, and the future is particularly bright.

FINE PICNIC OF WINNIPEG MERCHANTS.

No less than sixty railway coaches were necessary to convey the thousands of picnickers who attended the Twenty-ninth Annual Picnic of the Winnipeg Caterers' Association, to Winnipeg Beach on July 28. Beautiful weather greeted them and a long list of sports was run off in first-class style. Prizes for the events were valued at more than $2,000 and each participator displayed wonderful enthusiasm and appeared to exert every muscle and brain in an effort to win a medal or an award of some description.

Prior to the departure for the Beach, a huge auto and truck parade, which was designed to attract much attention as an advertising medium itself, was operated along the important streets of Winnipeg and more than fulfilled its object by compelling not only the lively curiosity but also by arousing the keen interest and admiration of the hundreds of onlookers who thronged the thoroughfares. Prizes were offered for the best decorated trucks, the two neatest decorated delivery wagons, and the most beautifully decorated private cars. The result of this incentive was to be seen in the very handsome array of automobiles which competed for the honors of the parade.

A watermelon guessing contest was held while journeying to the beach on the trains. The many ludicrous incidents and the high humor of the participants gave the day's outing a magnificent send off. On the arrival of the train at the Beach a baseball game between Ogilvie's and the Western Canada Flour Mills was played.

Dancing, bathing, boating, fishing, tennis and dozens of other pastimes rushed away the hours and a single instant cannot be mentioned where the youngest and the oldest could not enjoy themselves. With this, the 42 contests which were programmed supplied a splendid day's enjoyment. The committee in charge consisted of the following: J. A. Campbell, president; J. O'Hare, vice-president; W. A. Bartram, treasurer; A. Clark, secretary; G. Redmand, chairman of sports; B. H. Holman, chairman of transportation; W. E. Timpson, chairman of printing; C. R. MacKean, chairman of the parade; R. L. Waugh, chairman of music; Frank Scott, chairman of refreshments; S. I. Penwarden, sports; J. Congalton, sports; N. J. Lawrie, sports; C. E. Christie, sports; J. R. Gowler, transportation; A. Dent, transportation; J. Treleaven, transportation; M. Dennis, printing; C. W. Griffin, printing.

PICKLING SPICE SALES INCREASED.

(Continued from page 19.)

window was built on a slant. With the exception of a space of about 3 ft. long and 1½ feet deep in the centre near the plate glass, the entire floor was built up with various kinds of vegetables. At the rear was a row of cabbage, while in front of this was one of onions, tomatoes, beets, cucumbers—all shown attractively in squares by themselves. In the centre above referred to were a number of platters each containing samples of the pickling spice. A show card read: "The Best of Vegetables and Spices for Your Pickles and Sauces." This tended to connect up the ingredients—the vegetables and the spices—and was therefore a very strong attraction to the housewife thinking of doing down her pickles and sauces.

Vinegar Sales Also Made.

Inside the store there were various show cards dealing with the campaign and also a display of vinegar on the front table. It can be easily seen what a campaign of this character will do. Every customer of the store with few exceptions asked about pickling ingredients and those who did not ask had their attention called to them in a diplomatic way by the sales staff. It meant a good big business done in the various articles for pickling, and this dealer assured me that he certainly did a great deal more business both in vinegar and pickling spices and vegetables than he would have done if customers had been left to think out the necessity for these lines themselves.

Chas. H. Kathan, of Kathan & Hopkins, general merchants, Rock Island, Que., died recently.

Freight Rates and Exchange Problems

Former Have Been Advanced—Latter a Precarious Quantity—Both Affect the Flour Market —Not Much Domestic Demand—Cereals Quiet; Mill Feeds Scarce.

MONTREAL.

FLOUR.—With the wheat market in a stronger position on account of damage from wet weather, flour dealers were hopeful this week that the long expected improvement to flour market would take place. Regarding the situation in Ontario, a reliable miller writes to a local dealer in the following terms:—"It looks as if the Ontario wheat crop will be of poor quality, and it will keep getting worse if this wet weather does not let up. New wheat is not yet coming in, and we do not expect any for two or three weeks, as the farmers are busy cutting their wheat, oats, barley and hay crop, which are all ready at once." This seems to be the consensus of opinion. The outlook does not look good unless there is a decided improvement to the weather. The wheat will be damp, and will take some time to dry, thus being tough grinding.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	7 10
Second patents	6 60
Strong bakers	6 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	6 30	6 50
90 per cent. in wood	5 90	6 10
90 per cent., in bags	2 75	2 85

CEREALS.—The rolled oats market is slightly easier, and prices are being shaded for round lots. The demand is not heavy.

Cornmeal—	Per 98-lb. sack
Gold dust	2 45 2 50
Unbolted	.... 2 15
Rolled Oats—	90's in jute.
Small lots	3 25 3 35
25 bags or more	3 15 ....
Packages, case	.... 4 50

Rolled oats in cotton sacks, 6 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	.... 3 80
Hominy, per 98-lb. sack	.... 2 75
Corn flour, bag	.... 2 60
Rye flour, bag	.... 3 20
Barley, pot	.... 2 75

FEEDS.—Feeds are scarce and are in big demand. Millers are not grinding much just now, and will not unless the price of flour goes up and causes a buying movement. Millers will not buy much wheat at present prices, as flour is so low. Many mills are closed up for repairs ready for the new crop.

Moulee is the only line of feeds that is not scarce. Bran, if anything, is bringing higher than $26.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—What we had to say last week with regard to the arrival of new wheat flour still obtains: buyers anxiously await it and confidently expect better business. Export business is fairly good right along: domestic, not so good. Over the week-end, cables were active for both spring and winter wheat flour but though here and there the bids were in line with quotations they were for the most part, a trifle below. Enquiries are all for August-September or September-October shipment in the case of winter and spring wheat brands respectively. Apparently overseas buyers are expecting lower levels before their requirements are really necessary and there is a good deal of uncertainty with regard to overseas freights and exchange rates and this water trade, other than that with a good margin of profit, somewhat hazardous. Freights on flour for this month's shipment have just advanced a nickel and for September shipment 10 cents. Exchange too is an uncertain quantity because to-day's basis may not be the same as a few months hence when payment is made.

The recent very heavy rains will be more of a nuisance in the matter of causing delay than in inflicting actual damage to winter wheat crops. It is too early yet to say just what effect these rains will have on the crops. Luckily they did not occur to any appreciable extent in the west.

Cash Manitoba wheat sold higher a full cent on Monday. Ontario millers show a distinct disposition to purchase new grain just now, feeling that if the new crop is a bumper they will get better figures. These are factors to note.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 30

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	5 70
90 per cent.	6 00	5 60
Straight roller	6 00	5 60
Blended flour	6 20	5 80

CEREALS.—The slowness which usually characterizes this time of the year has materialized and cereals are slow. Rolled oats show no change. Other lines too are unaltered.

Barley, pearl, 98 lbs.	....	5 60
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

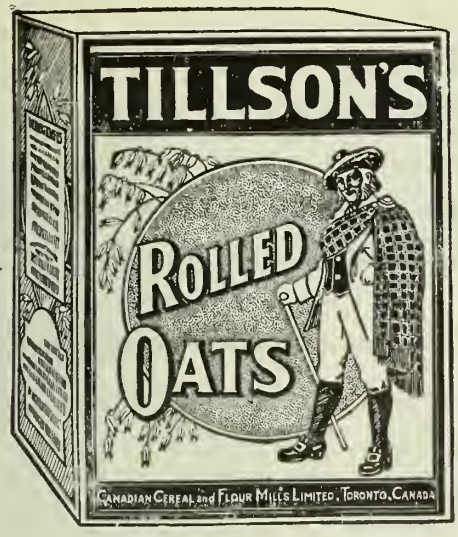
MILL FEEDS.—Our last week's report on the excellent demand is corroborated to-day. Prices—recently advanced—hold very firm right through the list. The mills, of course, are not turning out very much in the feed way, and that makes such supplies as there are all the more valuable.

Mill Feeds—	Mixed cars, per ton	
Bran	26 00	27 00
Shorts	28 00	29 00
Middlings	33 00	34 00
Wheat moulee	37 00	38 00
Feed flour, per bag	1 90	1 95
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

EXPORTS EXCEED IMPORTS.

Exports of merchandise from the Dominion showed an increase of over $4,000,000 for the past fiscal year over the previous one, according to the trade returns which have just been issued from Ottawa. The figures of the department of Trade and Commerce, however, show a net decrease of about $158,000,000 of the combined figures of the exports and imports. The imports fell off almost $163,000,000.

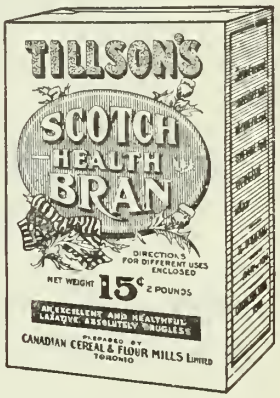
The totals, however, show that for the first time in many years the balance of trade as regards imports and exports is in Canada's favor. The former were valued at $455,471,471, while $461,442,509 represented the exports.



TILLSON'S OATS

Now is the time to place your order for Fall and Winter requirements. DON'T WAIT for better business. CREATE it by handling the best goods with a reputation. Stock your shelves with TILLSON'S OATS. A Food—Not a Fad.

TILLSON'S "SCOTCH" HEALTH BRAN



Is Unequalled for Indigestion. Sold in 2-lb. packages at $2.00 a case of 20 packages. Sells to consumer at 15c. package.



TILLSON'S "SCOTCH" FINE CUT OATMEAL

Is Invaluable for Invalids. Sold at $4.50 a case of 20 4-lb. packages. Sells to consumer at 30c. package.

Order Through Your Jobber

WE SOLICIT EXPORT BUSINESS

Cable Address: "CANCEREAL"

Canadian Cereal & Flour Mills, Limited

Toronto, Canada

All that advertising can do for a product

all that quality, purity and cleanliness in manufacture, these qualities are most successfully combined in

L'ETOILE
(Star)
and
Hirondelle
(Swallow)

made right here in Canada from the choicest of Manitoba Hard Wheat, in the most sanitary and scrupulously clean factory you could desire. Advertised extensively the country over.

Little wonder an extensive demand has been created for these quality brands. Why not make sure the folk in your locality know you can supply them by putting in an attractive display now?

Order from your wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weigbt 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weigbt 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beaucbemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum Jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 33
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



—the delicious, satisfying confection in the handsome ***10c.*** *package*

BORDO

You know or have heard of the famous Bordo Chocolates with the "distinctly different" flavor—they're just the same unique confection yet, but they're put up now so that they're much handier to display, to sell, to carry—they're put up in 10c packages—neat, attractive inviting.

You'll want to try them yourself when you see them.

Besides being a rapid seller, Bordo is a big profit maker for you.

Don't wait until Christmas to order a supply—send to-day, for Bordo is an all-year-round confection—the favorite with old and young.

Mail your order to-day.



The Montreal Biscuit Co.

"THE ORIGINATORS"

MONTREAL CANADA











All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



A delightful change from the continual breakfast of Bacon and Eggs—

Yes, she'll surely appreciate your suggestion if you make it Brunswick Brand. Most housewives know the appetizing goodness of

Brunswick Brand Sea Foods

for luncheon or dinner. But for breakfast—well, now, that IS a capital suggestion.

Why not mention it to your customers to-day? There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary facilities for packing them than in our up-to-the-minute, pure food plant. There are various ways of serving each brand that will easily take away the monotony of everyday "bacon and eggs."

Check off the brands most suited to your trade and get your wholesaler to supply you to-day.

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited
BLACK'S HARBOR, N.B.



Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Mott's 10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors ... .20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz...	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.
1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ½s, B. or G.	0 25	0 30
1s, ½s, B. or G.	0 32	0 40
1s, ½s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$ 1 25
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. .... 6 [illegible]
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....$	1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 00
Half gallons, each, retail each $18	14 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. 1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ⅛s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ⅛s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

WalterWoods & Co.
HAMILTON

California and Georgia Peaches

Bartlett Pears and Plums

Cantaloupes

in cases and flat crates.

A full list of local Fruits consigned to us from the growing centres. Selections carefully made.

White & Co., Limited
TORONTO

Wholesale Fancy Fruits and Fish.

TOMATOES
Coming Strong

We can talk to you on **5 baskets** or a **car lot** of choice Canadian Tomatoes.

Picked nearly ripe for Ontario market and on green side for far East or West trade, so as to arrive in prime condition.

Wire, 'phone or write for prices and quantities.

Also offering, in smaller quantities,

Silver Skin Pickling Onions
Green Corn, and Peaches

THE ERIE CO-OPERATIVE COMPANY LIMITED
Leamington **Ontario**

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Hot!

Well yes. Now is the time your customers want Lemons. Have you got them? Are you making Haywhile the Sun Shines?

"St. Nicholas"
"Puck"
"Queen City"
"Kicking"

J. J. McCabe
Agent
TORONTO



"I have sold PURE GOLD EXTRACTS for twenty-five years and have never yet had a complaint as to quality,"

was the remark made by a leading grocer to one of our travellers. Surely this is a convincing argument in favor of

Pure Gold Extracts

Why experiment with numerous brands of Extracts, many of which are "here to-day and away to-morrow" when you can be assured of satisfaction by handling a brand of Extracts well known and recognized by competent housekeepers as a standard of quality?

PURE GOLD MFG. CO.
LIMITED
TORONTO

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins —Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90
List Price.	

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35
Shipping weight 50 lbs. per case.	

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

Quality and Service

The combination most desired by the fruit trade. Large receipts of all varieties of small fruits and vegetables enable us to give you only the very best shipping stock. Let us demonstrate the above.

Raspberries, Montmorency Cherries and **Black Currants** will be the big lines this week. Don't wait any longer to get your trade supplied.

Peaches, Pears, Plums, Cantaloupes are all very fine quality. Our prices are right.

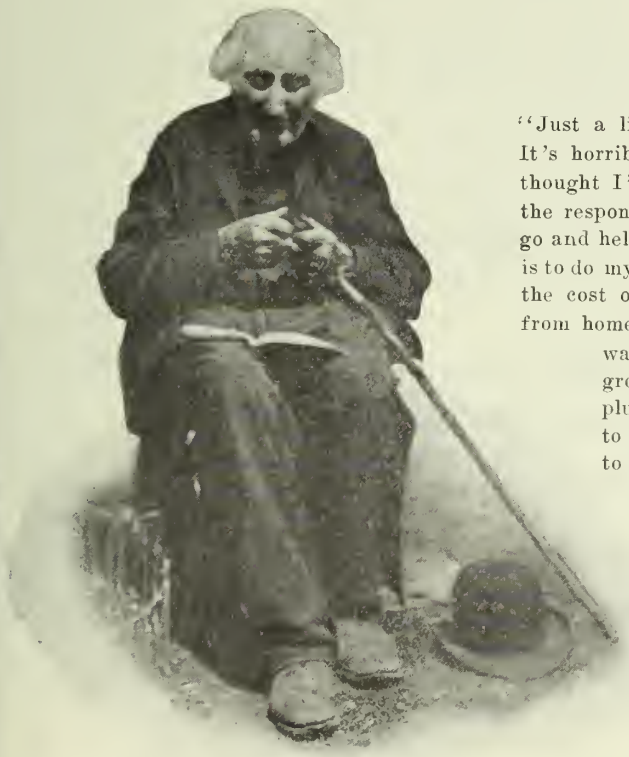
"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

No. 10

Canada First Old Boy

(Canada's 105-year-old Pioneer)



That "horrible" war

"Just a little more than a year now, lad, since that horrible war started. It's horrible, horrible, to think that the whole world is gone mad—I never thought I'd live to see it, but now I'm here I want to see it through and the responsible parties get their deserts. If I was a young man I would sure go and help, but I guess I would hardly pass inspection now. All I can do now is to do my little bit by growing a few vegetables in the garden to help keep the cost of living down so that the boys in the trenches will get more aid from home through the contributions to the Red Cross and the like. By the way, lad, take this dollar down to the grocer and ask him to send up a few plugs of King George Navy. I'm going to send it to a young feller who went to France and who always liked a chew of my favorite tobacco."



"Don't forget—the corner grocery and King George Navy, lad."

Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

THE CLEAN FOOD SYSTEM



Interchangeable Sectional Grocery Wall Case Combination "X."

STOP Buying clean food to put into and sell from drawers open to dust, flies and other vermin. Buying counters fitted with drawers, some of which are sure to be left open sufficiently for a mouse or flies to enter and have access to contents of entire counter or case.

LOOK At the Walker Patented Bin which automatically closes tight to face of individual bin chamber, preventing entrance of dust, vermin and loss of stock, by drying out or loss of original freshness and flavor.

LISTEN To hundreds of satisfied users of Walker Bins extending from Coast to Coast, and who are always the leaders in the provision and grocery trade.

To our offer of a sectional case as shown, 27′ 8″ long, complete with shelving for $288.00, with payments spread over 6 months. Why pay more for counters with less capacity and ordinary drawer equipment only?

The Walker Bin & Store Fixture Co., Limited

BERLIN ONTARIO

WESTERN AGENCIES:

VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg. SASKATOON:—North West Specialty Company.
EDMONTON:—Edmonton Specialties Company, 113 Howard Ave. WINNIPEG:—Watson & Truesdale, 120 Lombard St.

EASTERN AGENCIES:

OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St. MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.
MARITIME PROVINCES—C. H. Good, Box 929, New Glasgow, N.S.

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.



"NUGGET"

WATERPROOF

SHOE POLISH

will be demonstrated to your customers at these exhibitions:

Toronto
Aug. 28th to Sept. 13th

Ottawa
Sept. 10th to 18th

London
Sept. 10th to 18th

Halifax
Sept. 10th to 16th

Fredericton
Sept. 20th to 25th

Sherbrooke
Sept. 4th to 11th

Quebec
Aug. 28th to Sept. 4th

How is your stock?

THE "NUGGET" POLISH COMPANY, LIMITED
9, 11, 13 Davenport Road, TORONTO, ONTARIO

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

A SEED DEPARTMENT
will add to your profits
Kelway Langport England
grow and sell
SEEDS OF ALL KINDS
for Traders
Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.
Buy well ahead to secure
LOWEST PRICES.
WRITE TO-DAY

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal



Bee Brand Products

Pull Well With Your Trade

The choicest of materials, the best facilities, an unusually moderate price—all these combine to produce a line of goods that pull well, even with critical customers. Your stock and sales would certainly be better for the presence of Bee Brand Products. Write us to-day.

FORBES & NADEAU, Montreal, Que.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID
"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.
THIRTEEN CHAPTERS
Here is a sample:
CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.
ABSOLUTELY NEW JUST PUBLISHED
Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.
Technical Book Dept., MacLean Publishing Co.
TORONTO

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

WANTED

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

SITUATION WANTED BY EXPERIENCED grocery clerk with 12 years' experience. Expert show card writer and window trimmer. J. A. Unwin, 72 Windermere Avenue, Port Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers in the country. Exceptional opportunity for high-grade men with real selling ability. For particulars, write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade througbout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont.. solicits your orders.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

Phone 5 R 5, Jordan Sta.

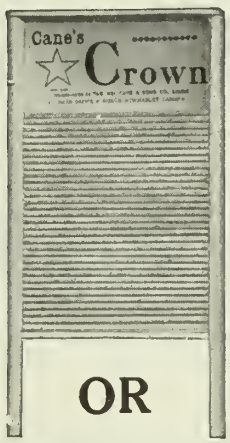
ACTIVE PARTNER WANTED

Conversant with the grocery business, to invest $2,000 or more in manufacturers' agency conducting a jobbing grocery and confectionery business. Present business has been conducted as a limited company for the last four years. Partner preferred who has ability to look after office end of business. Advertiser to look after selling end. Present business located in a growing community of 60,000 people. Correspondence solicited from those who mean business only.

Address Box 106, Canadian Grocer, Toronto.

"It's an ill wind that blows no good"

ALUMINUM



ZINC

OR

The War—

has raised the price of zinc and consequently the price of washboards—

BUT

the BIG CANE VALUE IN WASHBOARDS IS BIGGER THAN EVER because it has come to a point where we can use aluminum in place of zinc.

ALUMINUM IS LESS LIABLE TO CRACK, SPLIT OR CARRY DEFECTS THAT WILL TEAR THE CLOTHING BEING WASHED ON IT, AND IT PRESENTS A MUCH BRIGHTER APPEARANCE THAN ZINC, AND IS MORE ATTRACTIVE ON THAT ACCOUNT.

We are prepared to deliver our standard brands of washboards with aluminum washing plate at the same price as that of zinc ones on receipt of instructions from our customers, through the jobbing trade. ORDER NOW.

The Wm. Cane & Sons Co., Limited

Newmarket, Ont.

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

MAPLEINE

The Master Flavor, rich and mellow.



Order from

Frederick E. Robson & Co., 25 Front St. E., Toronto, Ont.

Mason & Hickey 287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO. SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E Huxley & Co., 220 McDermed St., Winnipeg

Put Your Credit Accounts on the Right Side of the Ledger

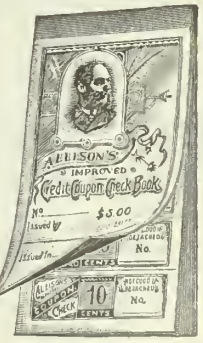
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

WAGSTAFFE'S

Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
of the concern of 1,500,000 lbs.
of Strawberry Jam alone

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
American Can Co. .....
Inside front cover
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 60
Atlantic Sugar Refineries ... 1

B

Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Borden Milk Co. 7

C

Canada Starch Co. 18
Canadian Cereal & Flour Mills Co. 41
Canadian Shredded Wheat Co. 8
Cane & Co. 53
Carr & Co. 8
Catelli Co. 42
Clark, Ltd., W. 11
Classified Condensed Ads. ... 53
Codville Company ...Front cover
Coles Mfg. Co. 15
Computing Cheese Cutter Co. 15
Comte & Cie. 52
Connors Bros. 44
Continental Bag & Paper Co. 3
Cowan Co. 4
Crescent Mfg. Co. 53

D

Dominion Canners 5
Dominion Salt Co. 8
Dominion Sugar Co. 10

E

Eckardt, H. P., & Co. 47
Erie Co-operative Co. 45
Escott & Co., W. H. 16
Estabrooks Co., T. H. 15
Eureka Refrigerator Co. 17

F

Fairbank Company, N. K., ..
Inside back cover
Fearman, F. W., Co. 48
Financial Post 6
Forbes & Nadeau 52
Freeman Co., W. A. 8
Furnivall-New 8

G

Gibson, W. T. 53

H

Hargreaves (Canada), Ltd... 9
Horne, Harry, Co. 16

I

Imperial Extract Co. 14
Irish Grocer 52

K

Kelway & Sons 52

L

Lake of the Woods Milling Co. .....Back cover
Lambe & Co., W. G. A. 16
Laporte, Martin, Limited .. 55
Leeuw, Henri de 16
Lemon Bros. 45

M

MacLaren Baking Powder Co. 17
MacLean's Magazine 6
MacNab, T. A., & Co. 16
Magor, Son, & Co. 18
Malcolm's Condensing Co.... 43
McAuley, W. J. 16
McCabe, J. J. 45
Measam, George E. 16
Millman, W. H., Sons 16
Montreal Biscuit Co. 43

N

Niagara Fruit Growers 12
Nugget Polish Co. 51

O

Oakey & Sons, John 53

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd..... 16
Pure Gold Mfg. 46

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 49

S

Salada 17
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Son, E. D. 3
Stanway & Co. 16
Stirling & Young 16
St. Lawrence Sugar Refining 13

T

Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited .....
Inside front cover

U

Upton Co., T. 49

W

Wagstaffe, Limited 54
Walker Bin & Store Fixture Co. 50
Walker, Hugh, & Son 49
Watson & Truesdale 16
Wellington Mills 53
White & Co. 45
White, Cottell & Co. .....
Inside back cover
White Swan Co. 14
Wiley, Frank H. 16
Woods & Co., Walter 45
Woodruff & Edwards 12

The Right Way

The best way for you to buy your Groceries: such as Canned Fruits, and Vegetables, Salmon, Sardines, Pure Spices and Extracts, is to become familiar with different brands before you need them, then you are sure of getting what you want when you are ready to buy.

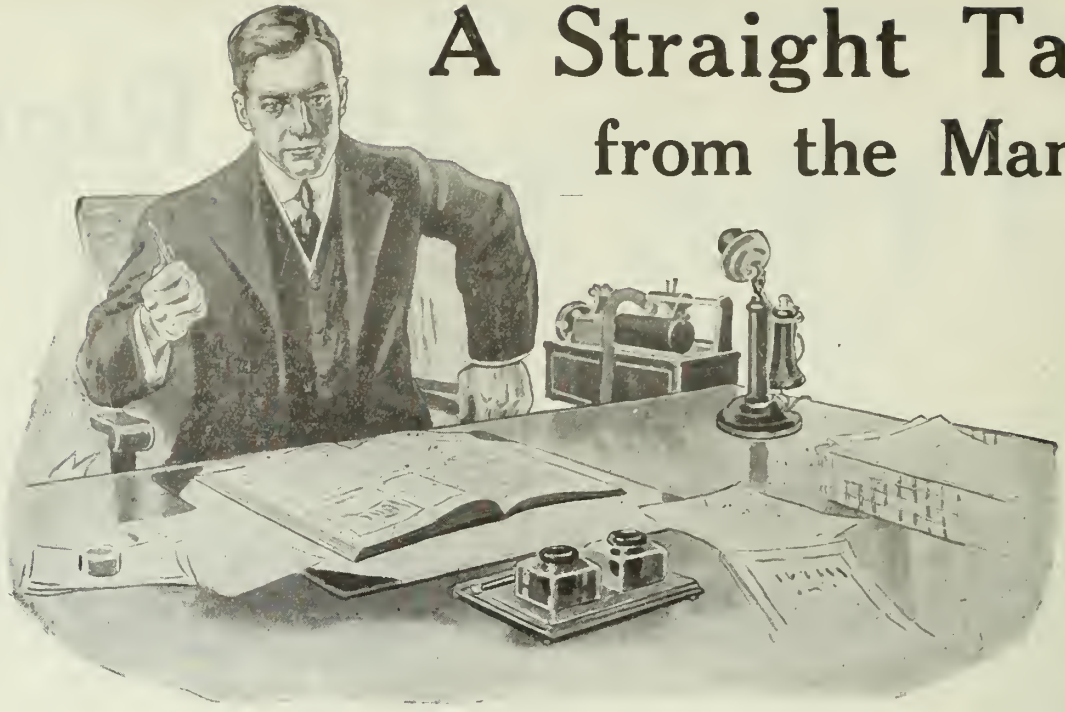
This is why we make it a point and a duty to submit samples before making a sale. We want to give our customers exactly what they want.

A sample of our "VICTORIA" Brand of Pure Products and Guaranteed Quality, is always at your disposal for inspection and comparison with other brands. A postal card will bring you the article desired.

May we have the pleasure to submit you samples?

Laporte, Martin, Limitée
584 St. Paul West, Montreal

A Straight Talk from the Manager



Keep your eye on the live ones

YOU can always learn something from the hustler. It is stimulating to see him get out after business. You catch some of his enthusiasm, and you go after business harder yourself.

Besides the hustler always has the facts at his fingers' ends. That is what makes his hustling effective.

You will find the hustlers hustling in the advertising pages of Canadian Grocer. Just to read their this week's messages will ginger you up enough to carry you through a week of high-temperature weather. At the same time you will gather enough selling facts to improve your salesmanship with every customer you encounter.

Canadian Grocer advertisements are salesmen's hot weather helps. Just try out some of their suggestions *this week*.

THE MANAGER.

FAIRY SOAP



It's easier to sell FAIRY SOAP than any other toilet soap, easier to hand out soap that needs no introduction because our liberal advertising has made it known to all.

Try pushing FAIRY SOAP; the steady sale will please you as much as its real "soap goodness" to the last thin wafer pleases your customers. "It's worth five times the five cents you sell it for."

"Have you a little FAIRY! in your home?"

THE N.K. FAIRBANK COMPANY
LIMITED

White-Cottell's
PURE MALT VINEGAR

CAMBERWELL, LONDON, ENG.

THE . . . .
PERFECT
PICKLING
VINEGAR

- ¶ Keeps its colour.
- ¶ Fully up to strength.
- ¶ Makes the Pickles nicely crisp.
- ¶ Retains its keeping qualities.
- ¶ Imparts the genuine Malt flavour and aroma.

CANADIAN AGENTS:

Nelson, Shakespeare & Watkins, Limited, Vancouver, B.C.
Ruttan, Alderson & Lound, Limited - Winnipeg
L. A. Gastonquay, 60 Bedford Row - - Halifax, N.S.

When you think of
Cookies
Think of FIVE ROSES



(She comes into your store, and you say something like this): *Everybody seems to bake Cookies in summer. Somehow, August, and children and cookies go together. But what are Cookies and Wafers without crispness and aroma? And that's what FIVE ROSES brings so plentifully. May I urge you to try*

Five Roses*
FLOUR *for Breads-Cakes Puddings-Pastries*

(And you add conversationally): *Due to its fineness and liveliness, your cookies—after baking your first dainty panful—are much more melting and retain longer their delicious freshness. So you can make a lot of these dainty goodies at one baking, sure that they will keep well—if safely hidden.*

Then you tell her how she can always get FIVE ROSES in convenient sizes—bags or barrels—and you thankfully book her first FIVE ROSES order, *the first of an endless chain of profitable sales.*

Ask your Jobber or write nearest office

LAKE OF THE WOODS MILLING CO., LIMITED

Toronto, Ottawa, London, St. John, Sudbury — *"The House of Character"* Daily Capacity, 27,400 bags. MONTREAL — Winnipeg, Keewatin, Vancouver, Calgary, Medicine Hat,

* Guaranteed NOT BLEACHED—NOT BLENDED

FEATURING—A YEAR OF WAR ON GROCERY PRICES

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, AUGUST 20, 1915 No. 34

Quality—First—Last—Always

The Rathbun Match Co. Ltd. Deseronto

Non-Poisonous

No After-glow

Sold exclusively in Ontario by:

EDWARD ADAMS & CO.
LONDON

EBY-BLAIN, LIMITED
TORONTO

W. H. GILLARD & CO.
HAMILTON

W. G. CRAIG & CO.
KINGSTON

NOTICE

The firm of W. Meyer & Company, Patras, the packers of "MEYERS" Currants, is strictly and exclusively Greek. Greek capital only is employed, and the firm is owned and operated by Greeks of the highest reputation in the commercial community of Greece. The sole owners of the business are:—

K. GALANOPULOS
P. G. MACRIS

both of whom have devoted a lifetime to the Currant Industry and have mastered the intricacies of the most intricate business in the world.

Meyer & Company have a unique reputation for shipping fruit of the highest grade—so much so, that the firm was selected by the Greek Government to make a shipment of fancy Currants to the Panama Exhibition at San Francisco. The magnificent fruit supplied by the firm for this purpose has excited the admiration of thousands upon thousands of visitors to the Exhibition. Every case of it bears a label indicating the packers' name—W. Meyer & Company.

We say this to the Canadian trade. Those who have imported our brands for years past will not be surprised that our firm was selected to make this shipment to San Francisco. Those who are not familiar with our brands should at least insist upon getting them. With a few minor exceptions, all the wholesale grocers in Canada import "Meyers" Currants. When a salesman tries to sell another brand, there is a reason. Perchance a larger profit—possibly a lower price—but never because the quality will be better than Meyers'.

This season is a difficult one for the packer. The crop is poorly matured—the vines ravaged by disease—labour scarce—and the cost of production much above the normal. We have sold for export to Canada, from the new crop, many tons of Currants which are guaranteed to come up to our usual high standard of quality. We strongly advise grocers in Canada to buy now for delivery in October and to insist, more than ever, upon getting "MEYERS" Currants.

W. MEYER & COMPANY

Packers and Importers of
High-Grade Currants

PATRAS, - - - - GREECE



TELL YOUR CUSTOMERS

about the

Free Fruit Jar Labels

we are giving with

Lantic Sugar

Every woman who Preserves will appreciate these labels. In fact, they are just what she has always wanted for her fruit jars. And **you get all the credit**, because you tell her how she can get these Preserving Labels, free.

When a customer orders Sugar, say something like this:

"Preserving, Mrs. Blank? Wouldn't you like some Labels for your Fruit Jars? The LANTIC SUGAR people are giving away books of 50 Labels—all printed and gummed. You just send them a small Red Ball, cut from the top of a 2 or 5-pound carton, or 10 or 20-pound bag of LANTIC SUGAR, and they will mail you a book of 50 Labels, postpaid.

"And another thing, Mrs. Blank. When you use LANTIC SUGAR you are sure of having perfect preserving results. LANTIC SUGAR is pure cane sugar—fine and even granulation—and makes Preserves that will 'keep.'"

And Mrs. Blank will say: "Thank you for telling me about the Labels, and be sure and send me LANTIC SUGAR FOR ALL my preserving."

So—tell your customers about the Free Fruit Jar Labels and how to get them. You'll find it a profitable tale to tell.

ATLANTIC SUGAR REFINERIES, LIMITED, MONTREAL AND ST. JOHN

THISTLE BRAND



—*the quality fish that your customers know*

—the choicest fish of Old Atlantic prepared by experts—right fresh from the "brine."

Years of satisfactory use by the Canadian housewife have educated her to look for the Thistle Brand when buying fish, canned or cured.

Thistle Brand Haddies, Flaked Fish and Kippered Herring

during the Fall days will be in big demand throughout the Dominion as a nourishing, economical food, especially adaptable to the preparation of either heavy or light meals. Keep Thistle Brand Fish products on display—suggest them when taking grocery orders.

Your wholesaler carries them in stock.

Arthur P. Tippet & Company

AGENTS

MONTREAL, QUE.



Quality, like water, always finds its true level.

BORDEN'S Milk Products

appeal strongly to your best customers, because Borden's is the purest and most satisfactory state in which they can secure condensed milk, coffee and cocoa.

This quality, this purity, is giving Borden's Milk Products the entre into more and more homes every day. Grocers find it highly profitable to vigorously push the Borden line. There is a nice margin of profit along with it too. Your wholesaler has Borden's.

Ask him for your supply to-day.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.



Keep This in Mind

When you consider that California is equal in size to the combined area of New York, New Jersey, Maine, Massachusetts, Rhode Island, Vermont, New Hampshire, Connecticut and Ohio—

That it has almost every degree of temperature and climate and every character of soil—

It's not surprising to find the finest of California's fruits restricted to certain districts where soil, climate and other conditions are ideal.

SUN-KIST Dried Fruits and Raisins are not only packed in the districts where the *best quality* and the *finest fruits* are grown, but are a *selection of the best* produced in these localities.

They are Particular Fruits for particular people and the kind they are seeking—*that's the kind you want.*

Wholesale Distributers In Every Territory—Ask Them

PLACE YOUR FALL ORDER NOW

SUN-KIST Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store



TYPICAL COMPANY ELEVATOR

PURITY FLOUR

More Bread and Better Bread

PURITY FLOUR Talk No. 11
To the Proprietor and his Assistants

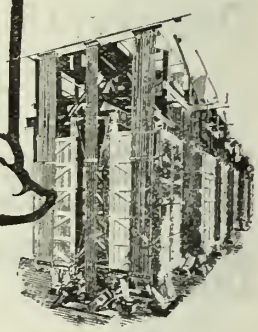
GOOD-WILL

Your business and our business in the last analysis are founded upon good-will. Your customers deal with you because you give them "value received."

You sell goods and service and in return receive money and good-will. Goods are exchanged for money and service for good-will.

PURITY FLOUR is building up good-will for our dealers and ourselves, because it is of uniform quality, economical in use, and good as the miller can make it. A BETTER flour CANNOT be ground. Our three-color trade-mark means Canada's best. Why not stock PURITY FLOUR? It is guaranteed.

THE SIFTERS

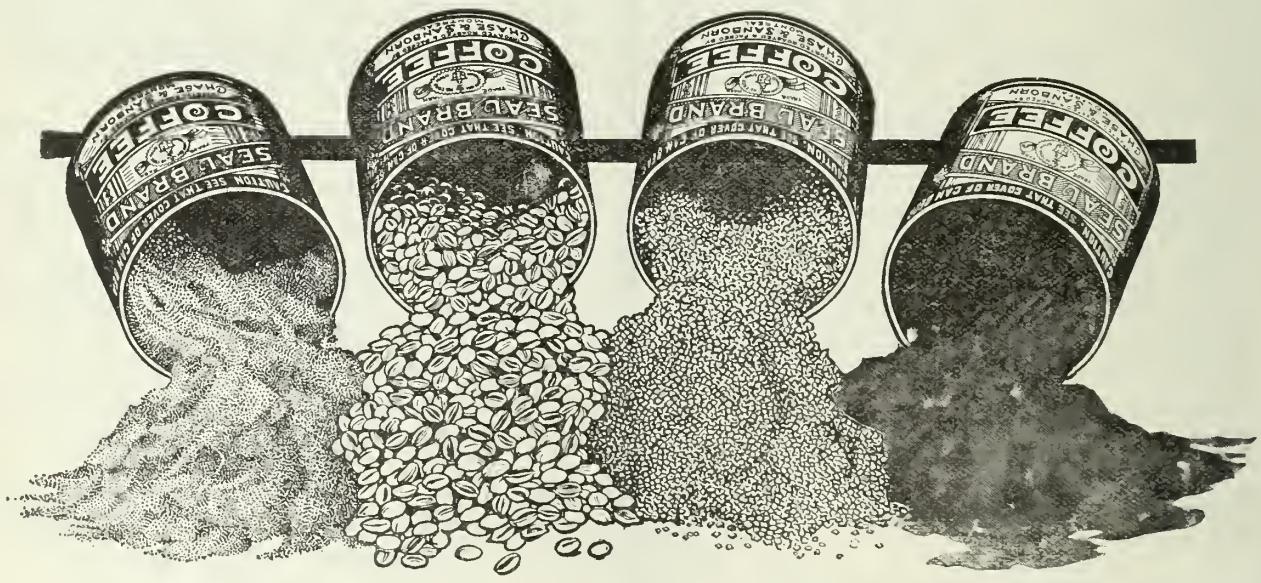


Main Offices: Winnipeg, Toronto, Victoria

8

WESTERN CANADA FLOUR MILLS CO., LTD.

MILLERS TO THE PEOPLE



FINE GROUND WHOLE GROUND PULVERIZED

YOU CAN SUPPLY YOUR CUSTOMERS WITH **SEAL BRAND COFFEE** FINE GROUND; WHOLE ROASTED; GROUND OR PULVERIZED

½-lb., 1-lb., 2-lb. Tins Only.

CHASE & SANBORN, - MONTREAL

"Aylmer" Jams

are eaten by His Majesty's Sailors and Soldiers. They are now to be had in France and, in fact, all parts of the World.

"AYLMER" JAMS

are a "Canadian Product"—Canadian Fruit, Sugar and Labor.

Guaranteed Pure Fruit and Granulated Sugar.

Dominion Canners, Limited

HAMILTON, ONTARIO



Grocers' Delivery Wagons

OUR SPECIALTY

Direct to You— From the Factory

Write for Catalogue — or quotation on your special design.



BROCKVILLE BUGGY BUILDERS FOR 50 YEARS.

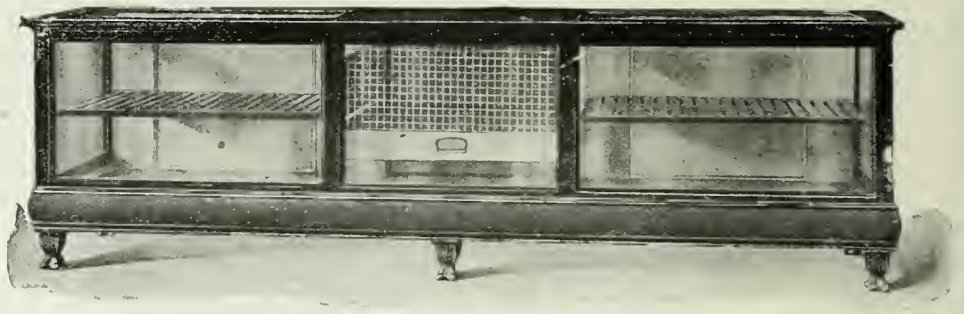
The Canada Carriage Co. - Brockville, Ontario

Dust and hot weather does not improve perishable goods!

Even the cool moisture of the Fall days is a source of much loss in the fruit and provision departments. But don't hide your goods in an out-of-the-way refrigerator — show them attractively in one of the **Arctic Silent Salesman Refrigerators.**

Made in 6 and 8-ft. lengths, handsomely finished, smallest ice consumption, dry cold circulating air.

Invest in one now—a big profit-maker.



John Hillock & Co., Ltd.
TORONTO, ONT.

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.

CLARK'S



MADE IN CANADA



PORK AND BEANS

PLAIN CHILI TOMATO SAUCE

THE BEST IN QUALITY
THE HIGHEST IN REPUTATION
THE LEADERS IN SALES

STOCK CLARK'S and turn your money over PROFITABLY AND QUICKLY.

W. CLARK, Limited, Montreal

Clark's



BRUSHES

For Every Purpose

That the housewife can think of—floor brushes, clothes brushes, shoe brushes, dust brushes, crumb brushes, every possible kind of brush comes in the Keystone Brand.

And every one is "KEYSTONE" quality—the "make-'em-come-back-for-more" kind—the kind you ought to handle.

For prices, etc., write

Stevens-Hepner Co., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited

Hamilton, Canada

Furnivall's FINE FRUIT PURE JAM

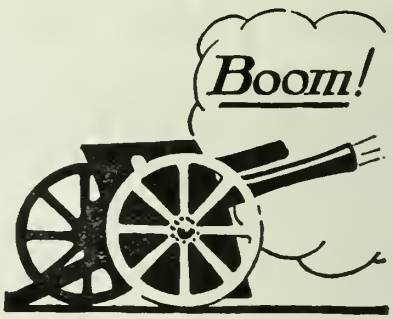
Most grocers have found their Jam sales are never better than the quality of the jams they handle. People just naturally use more of the Jam they best enjoy. That's why Furnivall's Pure Fruit Jam is being used more than ever before—and why most grocers find it "good business" to push Furnivall's. Ask your jobber to replenish your stock with the new 1915 pack.



Furnivall-New
LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**—Jacksons, Ltd. **Edmonton, Alta.** — Central Brokerage Co.



We boom "WINDSOR" AND "REGAL" Salt, summer and winter. We advertise them from one end of Canada to the other, and have done so for years. As a result, "WINDSOR" AND "REGAL" are asked for and used in practically every home in the Dominion.

You don't have to struggle for a turnover, with these steady sellers. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality. We bring the business to you, through advertising, and hold it for you, by quality.

There are no "cut prices" on "WINDSOR" OR "REGAL" SALT.

Any manufacturer who has to give special commissions or rebates to sell his goods, confesses they are inferior.

All Retail Grocers get the same terms and treatment—because they all buy from jobbers.

The Canadian Salt Co., Limited

WINDSOR, ONT.

"Windsor" and "Regal" Salt

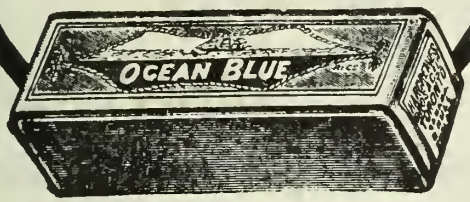
The kind of
Blue that appeals to
a woman most is one on
which she can always depend.

OCEAN BLUE

never varies in quality.

You can always recommend it with the sure and certain knowledge that it will never give any but the best results. If you have not yet got in a stock ask your jobber.

HARGREAVES (CANADA,) LIMITED,
33, FRONT STREET, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Donkin, Creeden & Avery, 117, Arcade Buildings, Vancouver, B.C.





Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

QUALITY FIRST IS OUR MOTTO.

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.

GOOD NEWS FOR CANADA

McVITIE & PRICE, Limited

Biscuit Manufacturers

EDINBURGH (Scotland) and LONDON (England)

have now a complete chain of Agents from the Atlantic seaboard to the Pacific Coast, who carry fresh stocks of their high-grade Biscuits.

Write to any of these Agents for samples and terms and you will receive prompt attention:

Nova Scotia.	C. E. Choat & Co., Halifax, N.S.
Quebec and Ontario.	C. H. Cole, 501 Read Buildings, Montreal.
	C. H. Cole, 33 Front East, Toronto.
Manitoba and Saskatchewan.	Richards & Brown, Ltd., James St., Winnipeg.
Alberta.	Campbell, Wilson & Horne, Ltd., Calgary.
	Campbell, Wilson & Horne, Ltd., Lethbridge.
	Campbell, Wilson & Horne, Ltd., Edmonton.
British Columbia and Yukon.	Kelly, Douglas & Co., Ltd., Vancouver.
	Kelly, Douglas & Co., Ltd., Victoria.
	Kelly, Douglas & Co., Ltd., New Westminster.
	Kelly, Douglas & Co., Ltd., Prince Rupert.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 501 Read Bldgs., Montreal

TEA

New Teas from Japan and China are now available and the time to make your selections is *now*.

Write us for samples and they will be cheerfully forwarded with the lowest possible quotations.

John Duncan & Co.

Established 1866 MONTREAL

"Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

Just The Thing for Picnic and Camping parties.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

"BANNER" BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG 340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

Finest Cohoe Salmon

1s Tall (c/s 48), $1.45 Doz.

ALL OTHER GRADES
OF SALMON AT
LOW PRICES.

Write, wire or phone at our expense
Adel. 1057, 941, 867

Warren Bros. & Co.

LIMITED
Queen and Portland Streets
TORONTO, ONT.

When you sell

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H.J.HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto



Drink the health of the September bride with

E.D.S. Grape Juice

The past year has seen rapid advancement in the prohibition of alcoholic liquors from the tables of our Empire. Another year will see even a greater forward movement in this direction.



Grape Juice is the popular substitute, in fact it goes into homes where other liquors were never known.

See that the September bride has her health drunk in Canada's purest and most popular beverage

E.D.S. Grape Juice

Start every newly-formed family in your community right by recommending and selling this delicious, fine-flavored juice of the world's best Concords (Winonas).

Be prepared for September business—Order now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

——Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

The famous **Yellow St. John Peach,** Niagara District Grown, now at its best—will be followed by other first-class varieties. Many varieties **Plums** ready for canning. Housekeepers order **Peaches** and **Plums** now. Every grocer handles them.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Business is Better

August Business is brightening up. Sugar deliveries are good. You can depend on prompt delivery of

St. Lawrence Sugar

Highest Quality

All kinds—Granulated, Beaver, Golden Yellows, Fruit Sugar and Lump Sugar.



No other coffee will give your customers

so much real satisfaction with so little trouble as

SYMINGTON'S COFFEE ESSENCE

Regd Trade Mark



40 Cups from one bottle

Stock it regularly—they will buy it regularly. Ensures good profits and quick sales. Ask your wholesaler for list to-day.

THOS. SYMINGTON & CO., Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto, Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND



A bigger tumbler of pure fruit jam for your customers

and not one whit is the pure, fine-flavored quality of the jam sacrificed to this more generous-sized container.

On the quality and value Waddell's jams have built a country-wide reputation, on the bigger size tumbler you can double your sales in jams this fall.

Our geographical position gives us the lead in securing Canada's best fruits, our factory facilities enable us to increase this lead, therefore the value we offer in *WADDELL'S JAMS.*

Your wholesaler has them. Write to him or direct to

The Waddell Preserving Company
SARNIA, ONTARIO

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as **Cow Brand.**

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT
Limited
Manufacturers MONTREAL



TWO REAL LEADERS

Mr. Merchant: It is absolutely imperative that in your tea and coffee department you have a tea and coffee that you can honestly recommend to your customers as being the very best quality. You know when selling

MELAGAMA
Tea and Coffee

you are bound to please your trade each and every time. The high standard of quality is always maintained. Just let "Melagama" lead and it always will. Increased sales will result.

Freight prepaid. Sales guaranteed.

MINTO BROS., Limited, TORONTO, ONT.

IT IS NOT OUR FAULT

And we know that you will appreciate the fact that the space offered us in the Toronto National Exhibition this year was entirely inadequate to enable us to show our McCaskey Products to advantage, as we purposed showing our Latest Addition to the McCaskey Family, the 1930 Model Metal System, which gives the merchant the best and most convenient protection against fire yet offered, therefore we were unable to exhibit this year.

However, when you are in the City, if you will call at our New Sales and Show Rooms in the Stevenson Building, 110 Church street (just one block East through the Yonge Street Arcade), we will be pleased to have you look over the complete line of our goods which we have on exhibition there, and investigate the merits of the New Metal McCaskey System.

We will show at the following Fairs and Exhibitions this year:—

London, Ont.; Ottawa, Ont.; Sherbrooke, Que.; Quebec City, Que.; St. John, N.B.

DOMINION REGISTER COMPANY, LIMITED
TORONTO, CANADA
(Creators of Professional and Business Systems)

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Prompt Service.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

A WANT AD. IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.

Are you losing money?

Or, rather—Are you making less money on your "SALADA" sales than you might?

Let us explain. Years of custom led many of our patrons in the past to distinguish their favorite blend of "SALADA" as 'Forty-cent' or 'Fifty-cent' "SALADA" — meaning our 'Blue' Label or our 'Red' Label.

Circumstances having necessitated an increase in prices, many have forgotten the fact when buying tea and have still continued to call for 'Forty-cent' or 'Fifty-cent' "SALADA," still meaning to purchase their old favorite. BUT, for the want of a little explanation, the customer has gone away with her 'Forty-cent' "SALADA," this time BROWN label instead of BLUE. Don't you think you have dropped quite a little profit here? Your profit on BROWN is 7 cents, and on BLUE 10 cents, and in nine cases out of ten the customer would pay the increase to get her favorite blend. Encourage your customers to specify the color of the label rather than the price.

"SALADA"

TORONTO MONTREAL

More Than Ever in a Class by Itself

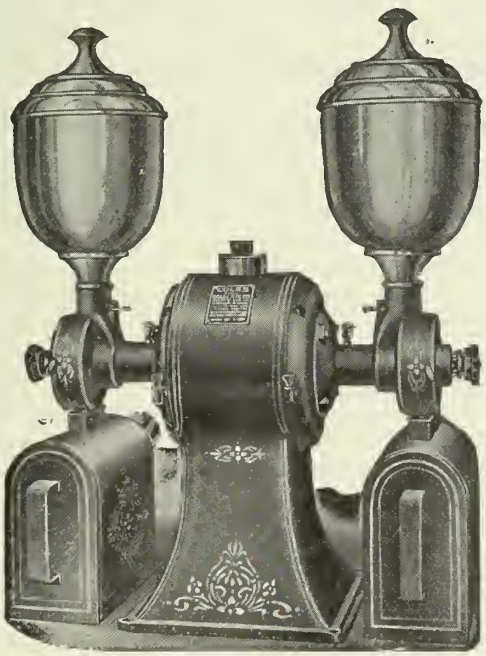
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.

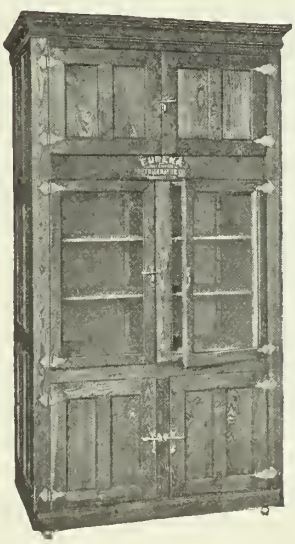


COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todbunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

A Dollar Saved is a Dollar Earned—



Put it in the Bank.

Grocers and Butchers are realizing more and more that good refrigeration plays an important part in business economy.

Eureka Refrigerators are built on the most scientific principles of cold, dry air circulation — they reduce loss by spoilage to a minimum. By installing a Eureka you will not only save many dollars, but you will have the benefit of the sales-pulling power of good display of perishables. Eureka Refrigerators are backed by over 28 years' experience in refrigerator building and are absolutely guaranteed.

Send for catalog to-day.

Eureka Refrigerator Company Limited

31 Brock Ave. TORONTO

Robinson's "Patent" Barley

has been retailed over the grocery counter for nearly a hundred years to the mothers of the Empire whose sons are now protecting their country.

It's up to every grocer in Canada to do his share to give the young people a good start toward manhood and womanhood by selling the mothers the famous and recognized best infant food.

Agents for Canada

Magor, Son & Co.
Limited
191 St. Paul St. W.
MONTREAL
30 Church Street
TORONTO

Robinson's "Patent" Barley



There's the Most Valuable Advertising Space Any Grocer Can Buy

—Says John

Printed Star Egg Trays

Your message printed on the inside of a Star Egg Tray is read by every one of your customers, not once or twice, but rather every time they reach for an egg.

It's not like an Ad in the newspaper or magazine. There are no competing Ads—no other messages to draw the housewife's attention from yours.

One other important thought: The housewife reads your printed message on a Star Egg Tray, not when she is in the library or on the porch, but rather when she is in the kitchen, and her mind is centered on her kitchen wants. And yet, Star Egg Tray advertising costs you practically nothing.

Some Grocers go so far as to say that this one feature (the advertising value of Star Egg Trays) is alone worth the price of the complete Star System.

When you consider that Star Egg Carriers will entirely eliminate your egg breakage; prevent miscounts, as well as save you more in time, labor, trouble and profits than the cost of the equipment many times over—Don't you believe it is to your advantage to investigate?

Our printed matter tells all about Star Egg Carriers and Trays. Write for it.

The Complete Star System

4 Doz. Star Egg Carriers
5 M Star Egg Trays—printed
1 package Divisions

For Each Wagon

STAR EGG CARRIER & TRAY MFG. CO.
1500 Jay Street, Rochester, New York

CANADIAN GROCER

VOL. XXIX TORONTO, AUGUST 20, 1915 No. 34

Markets a Year Ago and Now

Sugar Higher, But it Did Not Soar Out of Sight, as Many Expected—Rice is Nearly Normal in Price—Tea Advances Maintained—Cream of Tartar Ups and Downs—Absence of Excitement Conspicuous.

LOOKING back over the past year and particularly during those months following the outbreak of the European war, one is forcibly struck by the contrast with the present. Consider, for instance, prices on a number of grocery staple articles, the state of the markets on them, and the condition of the minds of those who thought there was an end to everything this time last year. From two days to two or three months after the fateful declaration of the general warfare, which bids fair to carve up the map of Europe, the grocery trade was in a state of upheaval so widespread that it bars description. Contrast that with the calmness that rules to-day after a year of war. Was there really any cause for the feverish anxiety that got the better of so many consumers and retailers in August and September last?

The files of Canadian Grocer of August and September of 1914 recall some interesting devolpments in the grocery market. On August 1, for instance, sugar was quoted at $4.45 (Montreal basis) for standard granulated. The first week of war it went up 10 cents to $4.55; after a brief respite it took a 50 cent per hundred jump to $5.05. Then there came a 40 cent advance, and later 70 cents were added on to cover a war tax put on by the Federal government, bringing the price on the Montreal market up to $5.75 before the end of the first month. Then about the middle of September, another 50 cent advance occurred, the price then being $6.25. This was duplicated early in October, making $6.75 which price is 10 cents higher than the quotations on the Montreal market to-day.

There was No $10 Sugar.

But that was not all. Further rises occurred until the top price of $7.05 was attained about the middle of October. In our issue of Oct. 23, the following heading appeared in our market reports: "Sugar Advances Again—Probably Top Now." This has proven to be a correct forecast. Seven dollars and five cents per hundred was the highest point reached and from that time—despite the contentions of many that we should see $10 sugar—there came a general easing so that in January the comparatively low point of $6.30 was reached. After that the market recovered so that from February to April sugar was $6.80 and since then have come further declines making sugar to-day $6.65 in Montreal. This is very much short of the $10 prediction, so many looked forward to and it indicates a steadying tendency so conspicuous for its absence in the early days of the war. Subtracting the 70 cent war-tax levied by the government, the price is brought down to $5.95.

Rice and The British Embargo.

Rice was another important staple article that became exceedingly sensitive at the beginning of the war last year. The very first week it jumped 50 cents a hundred and before the next issue of Canadian Grocer was out, it was up another 50 cents. On the Toronto market, the price on August 1, last year was from $4 to $5 per cwt. for Rangoon whereas to-day it is around $4.

It will be remembered that Great Britain placed an embargo on many foods, including rice, early in the campaign and later on lifted it. This had an easing effect on the market, in and early in September of last year a decline of ¼ cent a pound occurred. Rice is to-day one of the wholesome foods that is cheap despite the fact that there is a great war on. The early anxieties were not realized.

Tea Advance Maintained.

Tea is one of the prominent articles that advanced shortly after the war began which has maintained the advances up to the present time. Early in the war the uncertainty of shipments, extra war risks, higher insurance, advanced warehouse charges, etc., sent the market in Britain upwards and then Great Britain placed an embargo on teas leaving the country. Some of the package tea men advanced prices 5 cents and later another similar rise occured. Bulk teas are similarly higher. These advances have remained in effect till now.

NO CAUSE FOR ANXIETY.

We in Canada are fortunate when our fellow creatures in Europe are considered. With a resourceful soil and a good, if not an abundant, harvest being garnered we have great cause to be thankful. The essential foods for the sustenance of life are plenty and beyond a temporary rise in prices there is nothing in the present situation to cause undue worry.—Canadian Grocer, Aug. 7, 1914.

Canadian resources as an agricultural country should be a tempering influence at this time. In the end the bulk of the imports which are held up at present are comparative luxuries and in the event of a continued war, Canada could go a long way towards maintaining herself, especially with the markets of the United States open to the south. Looking the whole situation over there appears to be no reason why panicky conditions should continue. — Canadian Grocer, Aug. 14, 1914.

Teas from India and Ceylon are generally some 10 or 12 cents higher than they were when war broke out.

As has been frequently explained in this paper, one of the chief causes for this advance has been the great demand for tea from the belligerent nations, many of which have made restrictions so far as alcoholic beverages are concerned. The greater cost in getting the tea to its destination has also contributed.

Uncertainty of Cream of Tartar.

The trade will not soon forget the difficulty last fall in obtaining cream of tartar. When the French entered the war, it meant more or less demoralization in so far as all exports from France were concerned. Among these was cream of tartar, since it is manufactured from the residue of the wine casks. In the peaceful days prior to the first of August, 1914, it was selling to the retail trade in Montreal at around 28 to 33 cents. Inside of ten days it was up to 38 and 43 cents and by September, it was quoted as high as 60 cents, the general idea being that whatever was wanted could be secured for it. Later on however, and before the year ended prices had eased 10 or 15 cents. But to-day the scarcity of this article and the uncertainty of the future is causing prices to rule abnormally high for the pure article—from 50 to 60 cents per pound being quoted in Montreal.

One thing that is conspicuously absent to-day that was very prominent during the two or three months that followed the European upheaval—and that is the feverish excitement on the part of the consuming public and on the part, too, of many connected with the trade. A year of war which has not shaken our confidence in final victory, has also steadied down the nation and there is nothing to it from now on but "BUSINESS AS USUAL."

STORM DAMAGES BANANAS.

A report from Kingston, Jamaica, states that a 50-mile gale over the northeast and south coasts of Jamaica caused considerable damage on August 13. The greatest harm was done to banana and beet plantations in the eastern sections. Communication has been interrupted and the extent of the loss has not been ascertained.

A mail steamer of the United Fruit Company, which put out from Kingston, was forced to return to port. A few small vessels were destroyed, but so far as is known there were no casualties. The storm was at its height early in the morning and became less intense before noon.

Montreal Tea Opinions

Although There Has Recently Been Slight Decline in Indias, Importers There See a Firm Future—One Expects Ups and Downs Till War is Over.

A FIRM of Montreal tea importers have expressed their opinion of the tea situation in the following words:

"There has been no change of any importance lately. Although orders have been solicited, and in some instances accepted for Japan teas at low prices, our Japan representative advises us that it is very difficult to buy teas below 20c, and we fear that buyers will be disappointed in the execution of their orders, as a cable received to-day states that holders are asking higher prices, and that arrivals are coming in sparingly.

"The market for Pingsuey teas remains about the same, but the market for country greens is possibly a little easier. There has been a reaction in Congou teas from the extreme prices ruling at the opening of the season, but from a recent cable we find that the market is again advancing, and we should not be surprised to see a fairly steady market for Congou teas. The decline was caused by a temporary cessation of Russian buying, which has just been renewed. The market for India teas in Calcutta has declined about 1½c from the opening, while the Colombo market for Ceylon teas, if anything, is a little higher than it was a month ago.

"Javas have declined a little, but latterly they have again advanced. Regarding Formosas, the market has been an advancing and steady one since the beginning of the season. Although we understand that there has been a great deal of talk throughout the country of lower prices, there has been nothing in our cables to indicate a decline, nor as yet is there any indication of a crop much in excess of last season. With the facts we have before us, we do not feel justified in recommending our customers to hold off for lower prices.

"Under the conditions of uncertainty which have prevailed since the outbreak of the war, it appears that those people who have kept along with the market, supplying their needs as required, have done better than those who have held off at times, and have bought heavily at other times."

The significant statement in this review of the situation is that the market for India teas in Calcutta has declined about 1½c since the opening. The manager of a large Montreal importing house when asked regarding this decline, stated that an average decline of 1½c had taken place, but added that the India market opened very high, much higher than Ceylon.

The representative of this paper stated that apparently the trade in some cases were holding off for a decline; was there any ground for thinking a decline would take place? he asked. The importer answered: "It is true the trade is not buying heavily at the present moment, but I think it is more because the consumer demand is light just now. As for there being ground for a decline in Ceylons, I cannot see the slightest chance. We shall see the market easing off one week, and stiffening the next, until this war is over."

There is one case in which the tea market shows signs of easiness—in the case of Pekoe Souchongs. The stuff is so common it will not stand the price asked, and it has had to go down. If it had been a little better, it would have sold at the higher prices. But it had to go down because of its quality, irrespective of the market in Ceylon

One of the reasons given for this weakness is that the condition of the working man in England and other countries is comparatively good, and he is able to pay higher prices for his tea. He will not take the commonest teas, even though the price is high.

Speaking on the tea situation, the Montreal representative of a Japanese house said:

"As far as the Ceylon and India markets are concerned, they are still very high, and there is no prospect of them being easier for some time on account of the tremendous demand from Russia, and for other reasons. China blacks are very high, and will remain so.

"Re Japans: the situation has been very strong the last three weeks. The United States has been buying all the teas possible of first and second crops; the market has in consequence advanced about ten per cent., and cable advices now are to the effect that there will be a difficulty in obtaining teas, particularly lower grades. Prices of the latter are sure to be higher."

The third Japanese crop is now on the way, and there is a rumor to the effect that a syndicate has been formed to buy up as much of this crop as possible, as well as the fourth crop. This report cannot be verified here.

Tighten Up on the Credits

Credit Man Presents Some Valuable Suggestions on Watching New Applicants For Time on Their Accounts—Effect of Petty Jealousies and an Example For Others—Even an Apparently Small Loss is Really Disastrous When Analyzed.

Written by the Credit Man of a Large Canadian Wholesale House.

LAST week a grocer to whom I was talking, pointed out a woman entering his competitor's store just across the street, and said in an aggrieved tone:

"I asked that woman to pay her bill which was overdue, and now she has quit buying."

He believes that she has plenty of money and that he will get his bill paid, but the episode does not end there. Probably the other grocer could tell a similar story about people coming to my friend's store.

This particular question of money and credits is a constant drain on the energy of the retail merchant. How far should he allow his bills to run, and to whom should he give credit?

Unfortunately he is at a really serious disadvantage in answering this question when compared to the rest of the business world. The manufacturer, wholesaler, and jobber have their Dun and Bradstreets, who for a very small fee in a year are prepared to give them definite information of the capital, business, habits and character of any and all firms to whom they sell. The large instalment houses are pretty well protected with liens on the goods they sell.

The Retailer's Difficulties.

But the retail merchant is unprotected. The more successful merchants are seriously harassed by the competition, in this as in other respects, by the inexperienced entries into the field. When a customer applies for credit it is a difficult thing to refuse if the business is conducted along these lines. They may be positive deadbeats, but under the present system it is exceedingly hard to know it. On the other hand, they may have money, but be exceedingly slow to part with it.

What is the remedy?

Education of the customers that when they buy goods for their house they must use business principles would undoubtedly simplify the problem. At present a great many customers, whether able to pay their bills or not, seem to consider it a positive insult to be asked to pay their accounts. Why should this be? The retail man is told by his wholesale dealers that he must pay and it has come to be regarded as a mere business detail. He must pay his accounts when specified at purchase or give a good explanation. Otherwise his credit suffers and his field for purchasing narrows, as other houses are promptly made aware of this condition. But the householder calmly flits from store to store for years, leaving unpaid bills. The man who has been stung seems to take a certain amount of consolation from the fact that his competitor is suffering the same dose, although he may be carrying a couple more customers of the same brand at which the competitor is smiling shrewdly. The competitor on his part would not deign to ask information before opening a new account. It looks like more business he is stealing away.

This brings us to co-operation. There is a small town in eastern Ontario where it is difficult for the deadbeats to exist. The keenest competition exists and the merchants are up-to-date and aggressive. But they know the value of co-operation. They keep in touch with each other, on markets, prices, and people. They know that information they give is well repaid on other occasions. Consequently it is not a Paradise for people who do not pay their bills. The merchants all insist on their customers paying their bills promptly. The people are learning that they must carry out their agreements on time, or that they will be forced to pay cash at all times.

In the large cities it is much harder to work on this basis. People get further away from the immediate ken of the grocer, but undoubtedly if the members of the Retail Merchants' Association got together and insisted on prompt settlement of bills it would work a great improvement. Some customers would no doubt object strenuously, but as the better class of merchants belong to the local associations it would not be long before they would recognize that the merchants are not asking anything unfair. In cases of new arrivals in a district it should not be out of the way to ask a reference to the grocer with whom they formerly dealt. In wholesale circles this is a recognized method of dealing with new accounts.

There is hardly a doubt but what the future will see a credit association established for the retail men. Ninety-five per cent. of the world's business is transacted on credit, and in order to destroy the parasites which cling to this class of trade, some method must be found. There will always be a percentage of losses by bad credits, but a great proportion of the losses suffered by retail merchants is preventable.

Why Losses Are Heavy.

Consider for a single moment the tremendous actual loss on a bad debt. On ten dollars' worth of goods the gross profit is about, say, $2. After all expenses are paid the net profit is 50c. Now suppose a ten dollar account is lost, you lose THE ACTUAL NET RESULT OF TWO HUNDRED DOLLARS OF SALES. Or even figuring on gross profits, you lose the result of FIFTY DOLLARS of sales, and throw in your efforts and expenses gratis.

Furthermore, out-of-town dealers particularly, as well as city stores, by allowing long credits actually encourage cash dealings with department stores. If they restricted their credits closely there would be less surplus cash to be sent to their biggest competitors. Certainly if their customers can pay for department store goods in cash, there is a vast field for the reductions in time now allowed.

It takes REAL BACKBONE on the dealer's part, but it pays handsomely.

The Story of a Lost Customer

Cheapness Did Not Impress the Customer and Her First and Last Call Was Made on the Same Occasion—Dealer Sold a Low-Priced, Poor Tea, When Real Good Tea Was Asked For—Big Successes Built on Quality.

By a Commercial Traveler.

WHILE in a grocery store on one of the main streets of a Canadian city some years ago a well dressed customer came in to purchase some tea. At the time I was trying to sell the retailer a bill of goods and of course generously gave way to the customer.

"Have you any real good green tea?" she asked, and awaited the grocer's reply.

This woman was a new customer in the store. She was very finely dressed and I guessed that she had recently moved into the neighborhood. She gave every indication of being a splendid customer to any retailer who would secure her entire trade. She was a woman whom one would expect to ask for the very best of anything in any particular line. That was why she wanted real good green tea regardless of the price.

"Yes," replied the dealer, "I have a very nice green tea," and he picked up the scoop with somewhat of a flourish, drove it down into a box containing tea and spread it out on a paper on the counter for the customer to see.

"Is it really very fine tea?" she asked; "I cannot tell anything about it by looking at it, but when I taste it I shall know."

"Madam," he replied, "I am sure you cannot get a better green tea in the city,—you will certainly find it good."

"What is the price of it?" was the next question.

"Thirty cents a pound;" and then there flashed in her face a doubt as to the quality of the tea. "And are you sure it is really good tea?" she persisted.

The dealer again assured her that it was.

Standing where I was I got a very good look at the tea and as I was somewhat of a judge of the national beverage myself, I could plainly see that it was of a very inferior character. Of course it was not my duty to say anything and I was compelled to remain a silent onlooker to the conversation. Eventually the customer agreed to try a quarter of a pound.

The sequel to this little story is that that customer never again entered the door of that grocer. I was in a position to know this. The short sightedness on the part of this dealer in offering such a customer a cheap tea when, beyond all question, she would have paid 50c. or 60c. a pound, must have resulted in a serious loss to him in after years. And if he did the same thing with others very frequently, the loss would be that much greater.

Many grocers do not seem to realize how much it would add to their profits if they would get the consumers to purchase a little higher grade tea than they usually get. Generally speaking many grocers' clerks want to hand out the cheapest article in stock. Manifestly this is against the grocer's interests, for whereas he may make only 5 cents a pound on a cheap tea, he makes 10 cents a pound on a good tea.

And again, from the consumers' point of view it is profitable to buy a good tea aside from the fact that they get that very desirable flavor. Take at to-day's prices—A retailer selling at 40 cents makes something in the neighborhood of 7 cents a pound. On a 50 cent tea he makes at least 10 cents, and that 50 cent tea, if good value, will produce say more than 250 cups of tea, and the cost to the consumer would be about one-fifth of a cent a cup, or 1 cent a meal for the average family. Now the 40 cent a pound tea will not produce as many cups, and has not that fine flavor and quality that particular people so much desire. Therefore it is not economical.

The opportunity often presents itself when these few facts could be explained to the consumer, much to the benefit of everyone concerned.

A sixteenth of an ounce or a small teaspoonful of fine tea, drawn for five minutes, produces as strong a cup of tea as anyone desires. This would mean 256 cups to the pound.

It is my firm conviction that instead of a retailer thinking of price, price, price in buying he should firmly stamp on his mind Quality, Quality, Quality, with a capital Q. Look about you and count up the retailers in the grocery business who have made outstanding successes. What has been the basis of their success? Has it been cheapness and a desire to convince a customer that he is getting as cheap an article as can be procured anywhere? Not at all. Rather these men buy up the very finest goods in every line they can and while they may make every endeavor to get the closest price possible on these goods, yet when it comes to a question between price and quality they accept quality every time.

A woman who purchases an inferior article even though the price be low will always blame the grocer if the article does not come up to her expectations in her own home. As a matter of fact in the majority of cases, good goods are much the cheaper in the long run because they go farther.

CONVINCING THE CUSTOMER.

"When a customer," stated a tea salesman the other day, "who has been using say, a 40-cent grade of tea, purchases on the advice of the retailer a 50-cent line she often will come back with the remark that the 50-cent grade went no further than the 40-cent line. The reason for this is that the customer doesn't remember when she is about to draw her tea that she is using a better quality and that it requires a less quantity than formerly. The same quantity is placed in the tea drawer each time and naturally it does not last any longer. The only thing so far as she is concerned is that she gets a better drink. However, if the customer would continue to use the 50-cent line, instead of the 40, she would soon realize that from day to day, the tea was a little bit stronger than formerly. Some one or other member of the family would notice this, and gradually she would come to use a little less tea than before. In this way she would not only get more cups from the higher grade quality, but the family would be treated to a nicer and better drink. People, he added, who formerly purchased a 40-cent grade of tea before the prices advanced were quite willing to pay the 10 cents extra and there should be no difficulty in getting them to do the same at the present time."

Mirrored Floor in Window

One of the Features of an Australian Window Display—Reader There Sends Canadian Grocer Window Trim Used During a Recent Manufacturers' Week.



Window trim of an Australian grocer. Note the two compartments and mirrored floor in bottom.

IT isn't often that Canadian Grocer has the privilege of showing window displays from our sister colony, Australia. However, one of our readers there recently sent us a couple of window trims which no doubt typify the kind of display grocers in the Antipodes make use of.

The window shown herewith was used during Manufacturers' Week held in Unley City, Australia, by H. H. Mansfield. It will be noted that there are two compartments to this display. In the one above, the floor of which Mr. Mansfield calls the Gold Line, are shown jams, sauces, etc., while the bottom portion of the window is used for sauces and peels. There is a mirror covering the floor of this compartment which makes a very fine appearance. This is a feature which is not very common in Canadian windows but is one which might bear investigation.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234 Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, AUGUST 20, 1915 No. 34

$23,000,000 in Foods and Fodder.

GENERAL interest is being taken by producers and manufacturers as to war supplies provided by Canada, mainly as regards the British Government and, in a lesser degree, as regards the Governments of the Allies. The question as to whether as much is being supplied from Canada as can reasonably be provided is being thoroughly discussed, and assertions vary according to the sources of the information or the strength of the imagination of the parties thereto.

It is comparatively easy to make a statement of what has been supplied by Canada in respect to purchases made by the Allied Governments through direct agency of the Government of Canada. Reliable statistics are available and the information can be fairly accurately given. For the large quantity of materials, directly or indirectly meant for war purposes, which are purchased in Canada outside of direct Government contract, greater difficulty is experienced in coming even at approximate values. The Trade and Commerce Department is taking steps to get information in regard to this branch of supply, but lack of knowledge of the private parties and corporations that are interested renders the task somewhat difficult.

As to what is being contracted for by the Governments concerned with companies or private dealers, accurate information is possessed by the purchasing authorities of each Government, but it is difficult for the Canadian Government to possess itself of these from the Governments concerned. As to indirect supplies the department points out there is a large margin with reference to which it seems impossible to get any information.

In a recent Trade and Commerce bulletin there was published a statement of contracts and purchases made in Canada by the British Governments to date. A great deal of what is shown in the table has already been despatched and paid for. A larger part probably is still under contract for delivery according to the conditions of the contract.

The detailed value of orders executed or under execution for the British Government in reference to war supplies amounts to about £46,000,000, distributed over a very considerable area, or some $230,000,000 worth.

Of this amount, foodstuffs and fodder amounted to £4,679,499, or more than $23,300,000. The table showing this is as follows:

Article.	Value.	Remarks.
Bacon	£ 639,954	
Cheese	573,879	
Flour	404,103	
Fowl, roast	5,789	
Hay	261,560	Bought through H.C. of Canada.
	549,276	(4,000 tons weekly for five months, cost only estimated.)
Oats	892,360	Portion bought through H.C. of Canada.
	780,815	(4,000 tons weekly for five months, cost only estimated.)
Jam	13,372	
Preserved meat	433,687	
Vegetables, dried	124,704	
	£4,679,499	

The same report shows that more than $40,000 worth of matches have been purchased in Canada by the British authorities.

It should be remembered that the above figures represent only purchases by the Government of Great Britain.

Housecleaning Trade to be Got

RETAILERS should remember that campers and cottagers will from now be wending their way homeward. They will be coming back to houses which have been closed during the summer months or which have been occupied only by one or two male members of the family. This means that there will have to be some housecleaning done right away and it further means that the housewife will be calling upon someone to supply her with the requirements.

Dealers interested should take an inventory of those customers who have been away for the summer

and call their attention in as many ways as possible to handy helps for cleaning up the home. These will include ammonia powders, sink cleaners, lye, chloride of lime, silver and metal polishes, etc., brooms, brushes and mops.

There is some business here to be got and now is the time to get it.

Crop Prospects Fine

THE first car of new Western wheat arrived on Tuesday at Port Arthur two weeks earlier than usual. It graded No. 1 Northern. Late reports indicate that the Western crop is going to be a bumper one this year. Critics of the field crops claim that Manitoba will have the biggest in history. Already it is estimated that 25% of the wheat and oat crop of Manitoba is in the stooks. Farmers are hoping for ten days more of fair weather, and if they get it, it will see the entire crop practically cut. Wheat is going to average about 25 bushels to the acre and oats about 50 and both will grade high. Of late the sun has been shining strongly and this has tended to ripen the Western grain in splendid shape. A prominent grain dealer states that it would require a severe frost indeed to hurt the crop now, it is so far advanced.

The same applies to the crops in Southern Alberta and Saskatchewan. In the Northern parts of the Provinces the crops are a little later, but with a few more days of hot sunshine they should be in splendid shape.

No Hard Times Talk Here

SOME days ago a grocer in Ottawa, Ont., made the statement to this paper that Ottawa was certainly one of the cities in Canada which was not suffering from any depression. This was in so far as the grocery trade was concerned. He was asked to give his reasons why such was the case and he has submitted the following:

"First—The Grocers' Association decided at the beginning of the war not to shout 'Hard Times.' If I remember right the tip was taken from the Canadian Grocer. You may walk into almost any grocery store of note now and see the effect.

Secondly—The travelers come along with their usual smile and 'good morning' and inquire as to business and to some of the doubtful Thomas class the travelers start in to tell him how well So and So is doing at the other end of the city, which naturally draws the question 'How is he doing it?' They repeat my first explanation, telling the doubtful and downcast one to stick his nose a little higher in the air.

"Third—A large percentage of Ottawa consumers are government employees and have steady work and steady incomes. For instance, about a dozen of my customers not only own their houses, but sport a car or motor boat, so as to run out to their summer cottage along the Rideau River. All that certainly does not point to Hard Times. Of course it was hard at first. It reminded me somewhat of the inquisitive but kind old lady, who made it her business to call on the new store, and after making a purchase of 5c worth of humbugs, inquire 'If you think you are going to make it go.'"

There are a number of tips among these reasons which the retail trade in other parts of the country might well consider. The most important of these is no doubt the fact that the grocers in Ottawa decided not to shout "Hard Times" and this naturally attracted the people's attention away from something which would tend to make them more economical in their purchasing. There is no doubt whatever that there are a great many people in Canada to-day who have more money and who are much better situated than a year ago, and yet who are curtailing their purchasing. This is due to a lack of confidence which has been engendered by hard times talk and pessimistic predictions on the part of more or less ignorant people.

Cube Sugar in Britain

UNDER date of July 24th, the "Grocer" of London, England, contained some very interesting information in regard to the situation in cube sugar. The trouble, which is pointed out in a letter to that paper from a subscriber, is due to the fact that some grocers have been unable to obtain cube sugar while others can get it.

It will be remembered that shortly after war broke out last fall, the British Government appointed a Royal Commission on Sugar Supply, which was empowered with the future purchasing of sugar and its distribution to the trade. The particular dealer who was unable to secure a supply wrote the Royal Commission, who asked him to produce further evidence that the complaint was general. He received from all parts of the country letters from retailers to the effect that they were unable to secure cube sugar. His chief grievance, and that of the retailers who replied to his letters, is that a large number of retailers are unable to obtain anything like sufficient supplies while others appeared to be able to procure ample for their requirements, with the result that the customers of the former were being driven to the latter. He put forth two possible remedies. The first was to withdraw cube sugar altogether from the market. The other was that the Commission obtain absolute control of the supply and then regulate the trade so as to satisfy the demand.

Editorial Notes

THE CHARACTER of a retail store, is to a large extent, judged by its general appearance and the buying public prefer to trade with the successful and progressive merchant.

* * *

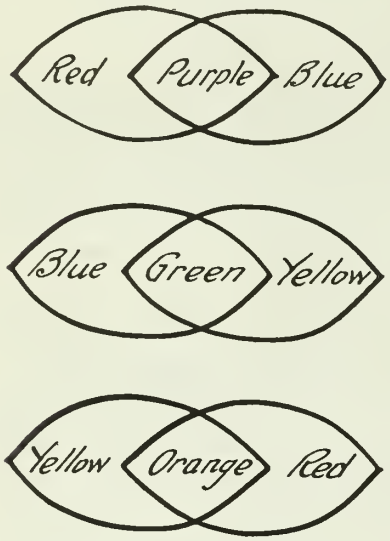
THE SHOW window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive. With such attention it will pay a good profit.

* * *

AN INNOVATION in the curriculum of the public schools of Rochester, N.Y., is being agitated, viz., to add a course in retail salesmanship for clerks. The Retail Merchants' Bureau of the Chamber of Commerce has approved the plan and promises to urge the clerks to attend if the course is established. The board of education of Rochester has signified its willingness to establish the course if the merchants would allow their employees to attend.

Cardwriting Made Easy

by R.T.D. Edwards



The above chart shows what primary colors to mix to produce secondary colors.

Fig 1.

IN chart No. 8 we have a continuation of last month's lesson, namely, brush stroke Roman. The lesson a month ago consisted of the upper case and numerals while this month we have the lower case. With these two lessons thoroughly mastered and with plenty of practice you need not be afraid to call yourself a cardwriter and fit to hold down the cardwriting end of any job in the Dominion where window trimming or advertising goes in combination.

This style of lettering is used very extensively throughout Canada and the United States, so no matter where you go you should always have it at your fingers' ends.

There is one thing which should be impressed upon the student's mind and that is the necessity of knowing brush stroke work. A few years ago a great many cardwriters contented themselves with outlining and filling in their work, but things have changed. The strenuous competition in the business world has caused a demand upon the cardwriter for more show cards in a shorter space of time, but the show card for all that must not suffer in appearance; it must be kept up to a good standard.

There lies the reason why the brush stroke lettering has become so popular. With one stroke of the brush the same result is accomplished as by three or four of the old method. This method has solved the problem both for Roman and block lettering. The result is that you can turn out a show card in about one-third of the time previously taken.

The Chart.

"A" is a letter that should be practised diligently as it is used very frequently. It is composed of four main strokes. Stroke four is the most difficult and should be practised many times.

Strokes 2 and 3 of letter "B" are usually made with one stroke of the brush, but it is best that the beginner make two strokes out of it. Pay special attention to stroke 1. It is used in many other letter formations.

The "C" is a letter that can be made very quickly after it is perfected. No spurs or finishing strokes are required.

Letter "D" is similar to "B" only reversed. Practice stroke 2 often.

Stroke 3 of the letter "E" is nearer the top than the bottom of the letter. It is made with the side of the brush. Note that stroke 1 of letter "F" starts with a curve, then comes straight down to the lower guide line. Much time should be spent practising this.

"G" is known as the letter of many curves. This letter is made in so many different styles that hardly two cardwriters make it exactly alike. The one here is quite simple. It requires five strokes to complete it. No spurs or finishing strokes are required. Hours of practice on this letter alone are not too much.

The "H" is a letter composed of three main strokes. Strokes similar to stroke one appear in many other letters. The main thing in these long strokes is to get them at right angles with the guide lines. Stroke 2 is one



Exercise Work



that needs a lot of hard practice. Start it with barely any pressure on the brush, using increasing pressure until the end of the stroke is reached.

The dots over the "I" and "J" are made with two short curved strokes, both starting at the top and ending at the bottom. These are made best when the paint is low in the brush. Stroke 1 of the "J" should receive special attention. Note the curve to the left at the bottom. Stroke 2 should join this so as to give the appearance of one continuous stroke.

The spur on stroke 3 of the letter "K" should project more to the right than that of stroke 2. Should this be reversed the letter would have an overbalanced appearance. This letter like the "G" requires much hard practice before it can be formed well enough to be used on a show card.

The stroke of the "L" is used in many other letters and needs little explanation.

The "M" and "N" are similar in formation except that the "M" has two more strokes than the "N." Note the practice strokes before the "M." These are strokes 3 and 5 of "M" and 3 of "N." These strokes do not start at the upper guide line but about one-third of an inch below it. The reason for this is to allow room for the curved strokes 2 and 4 to be put in and still not project above the upper guide line.

The letter "O" is made entirely of two strokes with no finishing strokes or spurs. You should practise making this letter quickly. Start and end the strokes with very little pressure, using heavier pressure when the strokes are to be made wider. The widest part must be midway between the guide lines.

The "P" and "Q" in this lower case lettering are just the reverse of each other, with the exception that the lower spur of the "Q" is only on one side of the stroke. Utilize much time and cardboard in the practice of these letters.

The "R" is the same formation as the letter "N" with stroke 3 left off. You should pay special attention to the finish of stroke 2. With practice this can be done by lifting the brush and needs no touching up afterwards.

The same applies to the ends of the strokes of the letter "S." This should be made without the necessity of finishing strokes. Stroke 1 of the "S" is the main body of the letter and is given as a practice stroke. There is no other similar stroke in the alphabet, so you should give this a good bit of your practice time.

Strokes 1 and 2 of the letter "T" are often made together, in fact I always make it that way but beginners should make two strokes out of it. Do not bring stroke 1 to the lower guide line. Stroke 2 must meet stroke 1 about a third of an inch above it.

The "U" is just the letter "N" reversed. The same principle applies to stroke 1 of this letter as to that of stroke 1 of the letter "T." It must not touch the lower guide line.

Room must be left for stroke 2 to curve downwards and still rest on the lower guide line. It is composed of five main strokes. Note the bottom part of the letter extends out further on both sides than does the top.

Spurs.

There is one thing which I cannot emphasize too strongly and that is pay special attention to the making of spurs. The spur must be small and neat. A large clumsy spur absolutely spoils this style of lettering.

The spurs are best made when the color is low in the brush. This enables you to get a very fine line. Try to get them all a uniform size.

The small cross strokes shown on some of the letters on the chart indicate where to start and stop the strokes.

The arrows indicate the direction in which to draw the brush in order to make the strokes the easiest. The usual rule for this is to draw the brush from left to right and from top to bottom.

Fig. 2 gives you an idea of how to go about the practice work. Rule the card with two main guide lines one and one-half inches apart and if the letter you desire to practise is one which projects below or above these lines

then a second guide line should be added one inch below or above as the case may be.

In last month's lesson you will remember I explained thoroughly how to produce your own show card colors without buying them ready mixed, so this month I want to show you how to mix other colors by combining the color which you should now have made up. The red, yellow and blue, along with black and white, as gone into last issue, are the foundation of all colors and shades which a cardwriter needs to use. The mixing of any two of the first three colors named will produce what is technically known as "secondary" colors. Combining red and yellow produces orange. Blue and yellow produce green, and red and blue make purple. While some of these colors can be bought in dry or distemper forms, it is well to know how to mix them.

Green—orange—purple. It is very hard for one to state just what quantities of each primary colors are required to produce the proper shades of secondary colors as the strength of the color depends entirely upon what it is made of and as the makes of color differ so much it is necessary to find out the proportions by actual test. For instance in producing a green, if ultramarine blue is used it is so much stronger than yellow that only a very small quantity of the former is required to get a good shade of green. So the only thing to do is to get actual practice. Mix small quantities at first and keep track of the proportions used and mix large lots accordingly.

While purple in itself is not used as much as the other two secondary colors its use will be shown when it comes to making shades in the lesson of next month.

You might experience some difficulty in getting a bright purple; this, too, depends upon the shade of red and blue used which must be found out by experience.

Orange is a very easy color to mix. Almost any shade of red and yellow will produce a pretty orange color. It is a good idea to keep these colors ready mixed always on hand and in good working order. You can obtain very small glass or porcelain screw top jars about two inches in height from any druggist which are excellent for keeping small quantities of the color ready mixed.



A card for a display of mixed pickling spice.

Uses of Bright Colors.

A few lessons ago I emphatically urged you not under any consideration to attempt color work until I had taken it up in this paper. The reason for this was so as that you might not get started wrong. There are many mistakes which would retard your progress in cardwriting if you went ahead in a slipshod manner.

The next step after you have successfully mixed the colors is the applying of them to the show card. This being the final result and the one by which your ability as a cardwriter is judged, you should put your best foot forward.



A card suggestion for a meat-filler or cooked ham for sandwiches.

Lay out your card in your mind as to what colors you are going to use, and where you are going to put them, before you attempt actual work. You must remember that the card with the most color on is not the best card by a long way. Be sparing at all times with the color. Don't use more than one or two bright colors on the same card.

The collection of cards shown in Fig. 3 gives a few suggestions for color combinations that can be used with the colors taken up in last month's and this month's lessons.

You must use your own judgment as to the color combinations to suit the surroundings and the goods that the card advertises. Here is one point to follow: When a card looks well enough leave it alone. You may try to improve on it and spoil it.

Brushes.

The longer a person works at cardwriting the more he finds out the absolute necessity of keeping his brushes in perfect condition. They must always be washed out thoroughly in clean water when he is through with them. It is absolutely imperative that you keep the brushes with a good chisel edge for brush stroke Roman lettering, for without this it is impossible to get the fine lines required.

"The commercial institution," says Sheldon, "is the business unit in a community. In order to SERVE, men must be combined into organizations. Make each institution right and the community will be all right. Make each community all right and the state is all right. Make each state all right and the nation is all right. When every nation is made right, the world will be all right. And then everything is all right.

"But, before the first of these, the institution, can be made right, we must go back to the problem of the unit in the institution—the individual."

"When the individual is made right, everything else is made easy."

THRO' OTHER SPECTACLES

Boosting Canned Fish

The Grocers' Magazine, Boston.

More canned salmon is sold to consumers during the warmer months of the year than during all the other months.

The quantity purchased by the consuming public during July, August and September is simply amazing, while May and June are by no means slow.

Tuna, sardines and other canned fish are also in large demand in summer, thus showing that a little extra effort put into having customers' attention called to canned fish, especially salmon, at this season of the year, is an excellent idea.

And considering the exceptional demand for these goods it is foolish to cut the prices.

Window displays, with regular prices attached to the goods, can be profitably used.

* * *

They Had the Storms Too

The Trade, Baltimore, Md.

The terrific storm which did so much damage in Western Pennsylvania spread out and covered the entire Atlantic seaboard, and, judging from the reports in hand, about completely changed the prospects for canners' crops. As might be supposed, however, the later reports considerably tone down the early ones, and instead of complete destruction in some places, it now appears the prospects have been only materially reduced. When the wide area of this small cyclone is considered, and the immense property destruction is taken into account, it can be readily realized that severe crop damage must have been included. The water front at Baltimore was strewn with wreckage, boats and property of all kinds being wrecked, and the entire Bay district was lashed as it has not been for many years. Corn may be the heaviest sufferer, for the fields were not only laid low, but the stalks were twisted in every conceivable way, due to the changing direction of the winds.

In this immediate section another small-sized deluge occurred the following night, Thursday, and this has added considerably to the trouble. The immense hot weather which just preceded this first storm has been followed, in all sections, with abnormally cool weather, and this is not good. A visit to the tomato fields of Harford county showed them to be apparently in good, healthy condition, as a rule, and excepting the low lands, which had been washed and covered with mud, but the blight is playing havoc with the crop this season. Old growers stated that they expected one good picking to finish the crop, as after the first crown settings there has been no new fruit.

And yet we are not ready to consign the tomato crop to oblivion, nor are many long-experienced tomato growers. The vines are green, though not fruited, but so long as a tomato vine is green there is every possibility of a good crop. Three seasons ago the writer made just such a visit through Harford's tomato-growing region, about the end of August, and found the vines blighted and looking as if a fire had passed over the fields. No one could be found who expected anything from them; yet, with a complete change of weather, warm rains and not too hot sunshine, these same plants kept the canneries running until November 1st, and produced the largest pack of tomatoes ever recorded up to that time. On this basis the present crop is decidedly more hopeful, or dangerous, as you may wish to consider it.

* * *

Agricultural Wealth.

The Oklahoman.

Fgures compiled by the United States Department of Agriculture show most convincingly the part played in the life of the world by the agriculturist and what a helpless old terrestrial ball this would be without him.

The figures go quite beyond the usual scope and take into account the commodities handled in international trade —exports and imports from all countries.

Cotton heads the list, as was to have been expected, its figures reaching the aggregate of $1,127,000,000.

Then, down the line according to relative values, wheat is next with total figures $774,000,000, this including flour; raw wool 480,000,000; hides and skins, $392,000,000; coffee, $386,000,000; sugar, $382,000,000; rice, $278,000,000; barley and malt, $220,000,000; corn and meal, $210,000,000; unmanufactured tobacco, $192,000,000; butter, $173,000,000; tea, $143,000,000; rye and rye flour, $125,000,000; oats, $102,000,000.

The grand total is $5,000,000,000. Verily, our good friend the farmer feeds the world and clothes it. Those who do not realize the work which he does and the results which he achieves are simply those who do not take time to think.

* * *

Scarcity of Potatoes in Ceylon

(The Weekly Ceylon Times)

The gradual rise during the past two or three weeks in the price of potatoes gave some indication of an increasing scarcity of that article of food. Very few, however, were prepared for a shortage so serious as exists to-day. The fact that the current price per lb. of potatoes is about 23 cents as compared with 8 cents a couple of months ago is sufficient to show that the demand at present is much in excess of the supply.

Mr. J. MacMurdo, of Messrs. Miller & Co., who are large importers of potatoes, seen by a Times of Ceylon representative, attributes the famine to three causes. The chief is the embargo placed on exports from Italy, from which country, before she was drawn into the European conflict, Ceylon used to receive regular, constant and heavy shipments of potatoes. Another reason is the end of the potato season in India. Pettah traders deal largely in the Indian variety which will not now be available until the next crop about two or three months hence. A third reason for the existing shortage is to be found in the recent riots. The potato trade in the Pettah was a Moorish monopoly, the Indian imports of this commodity—which is the kind in extensive local demand—being almost exclusively in the hands of Moorish firms, from whom Singalese traders obtained their supplies for retail purposes. The wholesale looting that prevailed during the riots was responsible for the depletion of stocks that under normal conditions would have sufficed, temporarily at least, to exert a steadying influence on the local market, already adversely affected to an appreciable extent by the cessation of Italian shipments. A further contributory cause to the acutenes of the present situation is the fact that a large consignment of Indian potatoes brought in by the S.S. "Palitana" a few days ago had to be destroyed, owing to the cargo being in bad condition. The outlook is expected to improve in another month, or so, although, owing to the stoppage of Italian supplies, the market will not recover sufficiently to warrant a return to original prices.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

Archibald Steeves, general merchant, Hillsboro, N.B., died recently.

The general store of Mrs. H. Crevier at Cartierville, Que., was damaged by fire last week.

S. W. Ewing, of S. H. Ewing, Limited, Montreal, returns next week from a tour of the West.

The St. Lawrence Refineries Limited, Montreal, have put a new cane syrup on the market.

Z. Hebert, the Montreal wholesaler, is spending a week's vacation on the Atlantic Coast.

Sackville, N.B., had a Merchants' Day recently, and it was pronounced as the most successful yet. Good business was done.

James Scalia, wholesale fruit and provision merchant, 309 Aqueduct Street, Montreal, who received several Black Hand letters of late, had the front of his store wrecked by a bomb last week.

The Grimm Mfg. Co., Montreal, are having six sets of cannon mounted on carriages made from maple sugar, which will be exhibited at fall fairs throughout the country. They are also displaying busts of the King made from the same substance.

The Hon. Sir George E. Foster, Minister of Trade and Commerce, is to give an address in connection with business conditions arising out of the present war, at the annual meeting of the Maritime Board of Trade convention, being held in Summerside, P.E.I., this week.

Ontario.

W. C. Miller, a Collingwood, Ont., grocer, died recently.

Frank Nader, grocer, Petrolia, Ont., has sold to Albert Doope.

F. F. Farewell, a Toronto grocer, passed away during the week.

Jos. A. Brown, a Collingwood, Ont., grocer, died during the week.

James Pearson, grocer and butcher, Toronto, has sold to J. C. Thompson.

Alfred A. Collins, of Montreal, has opened a cash grocery in Cornwall, Ont.

W. J. McCart, general merchant, Rainy River, Ont., has sold to Bradford & Johnstone.

Schwartz & Fedy, general merchants, Formosa, Ont., have sold to Dentinger & Beingessner.

B. G. Barnes, grocery, in the south end of Collingwood, Ont., has enlarged his store this summer.

The Gray, Young & Sparling Co., Ltd., salt manufacturers, Wingham, Ont., have disposed of their business.

The Finnish Co-operative Store Co., Ltd., Fort William, Ont., are calling a meeting of their creditors.

J. S. Miller & Co., grocers, Toronto, have sold their business at 398 Church St. to Echlin & Clarke.

Frank Whitlock, a traveller for the Mooney Biscuit Co., Stratford, Ont., has enlisted for overseas services.

John E. Waterhouse, grocer, Whitby, Ont., has removed to a new store, formerly Peel's shoe store. He operates a motor delivery.

The British Canadian Canners, Limited, have moved their head offices from the Lister Chambers, Hamilton, Ont., to 57 Queen St. West, Toronto.

The Hamilton Retail Grocers' Association at its last meeting decided to give a machine gun to help along the destruction of the German military power.

R. Higgins & Son, Limited, Toronto, have been granted an Ontario charter to take over the business of R. Higgins & Son, grocers, the capital stock to be $40,000.

A. B. MacLean & Sons intend opening a wholesale grocery business in Welland, Ont., in the near future. A. B. MacLean conducted a retail business in Marshville for about twenty-five years. His sons will be associated with him.

P. C. Trainor has sold his grocery business in Thessalon, Ont., to Captain Larry King, and has left with his family for Charlottetown, P.E.I., to take up the position of his late brother, James, as head of the freight department of the I.C.R. of that place.

Albert W. Wade, who has been conducting a grocery store in Owen Sound, Ont., at Seventh Avenue East, passed away suddenly. While attending to the wants of a little boy customer an attack of bleeding at the mouth and nostrils came on. He came from behind the counter and sat on a chair, while the frightened child ran for assistance, but Mr. Wade died in a few minutes.

The Ottawa Retail Grocers' Association have well under way all preparations for their big pure food show, to be held in connection with the Central Canada Exhibition from September 10th to 18th. This food show will be chiefly demonstrations, tests and displays of foodstuffs. For instance, there will be machinery in operation to demonstrate the refining of sugar and the manufacture of different cereal foods. A large number of manufacturers have already decided to exhibit.

Western Canada.

A. H. Sutton, grocer, Winnipeg, is succeeded by A. L. MacMillan.

Geo. Douglas, general merchant, Prince, Sask., sustained a complete fire loss recently.

Wm. Cahill, general merchant, Rokeby, Sask., is succeeded by Cahill & Gordon.

W. A. Wright & Co., general merchants, Bethaney, Man., are succeded by A. C. Boyd.

J. T. Macdonald has opened a grocery store at his former stand, 132 Eighth Avenue East, Calgary, Alta.

A banquet was tendered recently to W. Colquhoun, manager of the Medicine Hat Grocery Co., Medicine Hat, Alta.

The Yorkton Fruit and Produce Co., Ltd., Yorkton, Sask., are adding groceries and changing style to Yorkton Grocery Co.

Roy McCorkell, a merchant in Prelate, Sask., has died suddenly. He was a native of St. Thomas, Ont., where he clerked for Reeks & Co., grocers, before going West.

A party of about 75 retail merchants from Regina were the guests of the Robin Hood Milling Co. and the Gordon, Ironside, & Fares Company, Limited, Moose Jaw, Sask., recently.

McLean Bros., general merchants, Calgary, Alta., are contemplating the addition of more stores throughout Alberta. They already have four, and it is their intention to increase this number to ten. One is being opened at Carstairs, and it is anticipated others will be located at Camrose, Edmonton and Medicine Hat.

S. J. Cook, who has for a number of years been the manager of the Winnipeg branch of the Mooney Biscuit and Candy Company, Ltd., has left Winnipeg for Montreal, where he has been appointed to a higher position with the company. Before leaving, he was waited on by a deputation of the executive and traveling staff and presented with a handsome traveling bag and secretary, suitably engraved. A. Merrill, who has been sales manager of the company, succeeds Mr. Cook in Winnipeg.

High Prices for Dried Fruits

Mediterranean Stuff Sure to be Considerably Above Last Year — Some Sugar Advances in Western Canada, But Not in the East—Review of the Tea Situation—Canned Vegetables Easier in Montreal—Molasses Quite Firm.

Office of Publication, Toronto, Aug. 17th, 1915.

WHILE there is a temporary easiness in the new-laid egg market this week, the general trend is firmwards. We quote new-laids to the trade at 25c. Wholesalers are offering 16½c to 17c at country points. The true reason for this firmness is the fact of export in large quantities to Great Britain. It will be remembered some time ago in these columns Canadian Grocer took up this question and pointed out that for several years this country has not been exporting to Great Britain new-laid eggs to the extent that it should have been doing. We pleaded too for a revival of interest in this branch of production, and this year, for the first time, eggs are being exported in fairly large quantities to Great Britain. Thus if the market is somewhat firmer here it is for the Empire's good inasmuch as Great Britain can take all the eggs she can possibly get, on account of the fact that the Danish supplies are tied up by lack of bottoms. Eggs are inclined to be firm and possibly higher too on account of the fact that the eggs which come down from the West, owing to sultry weather, deteriorate in quality. The firmness in the market arises probably from the fact that there are few first quality eggs more than from any other reason. First quality eggs are very much in demand and the supply is not adequate.

Cheese prices have again been reduced. For some time now there has been a continual reduction in cheese, just as, up to a certain point, prices went higher and higher. This is the reaction, the make is large, and the demand not so very great because for one thing the British call is not so large as before.

Butter prices are fairly steady and there is a firmness in the market due to the fact that storage demand and the trade are taking care of what supplies there are.

QUEBEC MARKETS.

Montreal, August 19.—New agreements between the wholesalers and the canners and cane sugar refiners have not been consummated, and it is understood that no change in sugar situation will be made until September. As for the canning situation, a meeting was to have been held this week in Hamilton, but on account of the illness in the family of one of the directors, the meeting was postponed. In the meantime, one of the large wholesalers who announced an advance of 5c per doz. in their line a week ago, and having found this unsatisfactory, have dropped their quotations 2½c on tomatoes, corn, peas and beans. Another large wholesaler announces the following prices:—tomatoes, 90c; corn, 82½c; stringless beans 82½-85c; early June peas 85c; and standard peas 80c.

Wines have been advanced 10c per gallon as a result of a poor crop in Spain. A letter from Tarragona states that, following the disastrous effect of the war, came a formidable invasion of mildew, which in less than three weeks spread all over the north of Catalonia. Persistent rains have prevented sulphates from taking effect. Some vineyards have lost eighty to ninety per cent. of their crops, and the average loss is two-thirds to three-quarters. Some wines have doubled in value on account of the above troubles.

The St. Lawrence Refineries Limited, have placed a new cane syrup on the market. The following quotations have been announced—bbls. 4¾c. lb.; ½ bbls. 5c; cases, 2 lb. tins, 2 doz to case, $3.60 per case.

Coal oil has declined 2c per gallon. Vostizza raisins have advanced ½c to 9c lb. on account of higher prices in primary markets. Rosin advanced ⅛c. lb., and present quotations are:—"G" 2⅜c lb., and White, 3⅜c lb. in bbl. lots including weight of barrel.

SUGAR.—It is understood that no change will be made in the agreement between the wholesalers and the cane sugar refineries before September. The market for raws is dull and quiet. There was a little excitement last week when prices jumped to 3 15/16c. declining to 3⅞c, which is the price to-day. There has been a marked improvement to business during the past few days, but the volume is not near what it should be at this time of year.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Sprouted wheat in Ontario.
- Flour business still quiet.
- Winter wheat flour $2.50 bag.
- Feeds continue very scarce.
- Rolled oats market dull.

PRODUCE AND PROVISIONS—
- No change in butter prices.
- Weaker cheese market.
- Pure and compound lard decline.
- Clear fat backs down to $27.
- Declines in live poultry.

FRUIT AND VEGETABLES—
- More Canadian apples arrive.
- Grapefruit getting scarce.
- Big demand for blueberries.
- Big drop in tomato quotations.
- Cabbage down to 35c per doz.
- Nice cauliflowers scarce.

FISH AND OYSTERS—
- General scarcity fresh fish.
- Halibut in good supply.
- Oyster producers getting ready.
- New oyster prices to be lower.
- Dore to be more plentiful.

GENERAL GROCERIES—
- Lower prices on canned goods.
- Wine advances 10c per gallon.
- Coal oil declines 2c per gallon.
- Vostizza raisins up ½c lb.
- Higher resin prices announced.
- Big decline in peppers.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- No change in flour.
- Mill feeds find big demand.
- Trade awaits new crop.
- No business in cereals.

FISH AND OYSTERS—
- Predicted good oyster crop.
- Dearth of lake fish.
- Sea stuff scarce, too.
- Manitoba lakes open shortly.

PRODUCE AND PROVISIONS—
- Bacon slightly higher.
- Lard prices up.
- Firmness in new laids.
- Exports to England.
- Lots of ducklings.

FRUIT AND VEGTABLES—
- Onions advanced.
- Potatoes of fair quality.
- Dearth of cherries.
- Few raspberries left.
- Turnips on the market.
- Corn slightly cheaper.

GENERAL GROCERIES—
- Sugar situation stronger.
- Common teas lower.
- Currants continue firm.
- Tarragona almonds down.
- Raisins will be high.
- Fine Indian teas strong.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50

25 lb. boxes		7 70
Cartons and half cartons		8 05
Crystal Dominoes, cartons		8 15

DRIED FRUITS.—On many lines wholesalers are sold out, which is natural with a small demand, and the new crop not far away. Pears and nectarines in many houses are out of stock. One house confines its stock of peels to oranges, on which it quotes 13½c-14c; they do not expect stocks of citron or lemon until September. Supplies of figs are pretty well cleaned up. One of the largest houses state that their spot stock of prunes is limited to a few 90-100 at 9c. Muscatels are getting scarce, the demand having been heavy lately on account of the scarcity of Valencias.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apples, choice winter, 50-lb. boxes	....	0 08½
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 09
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3-crown, lb.	....	0 09
Sultana, loose	0 11	0 11
Sultanas, 1-lb. packages	0 12	0 15
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 12 oz.	....	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—There are few changes in wholesalers' quotations, as the amount of business being done is very small.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 12	0 13
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—Prices remain the same to the grocer as for several weeks past. The market is steady, and remains very high. Only change is an advance in the price of Barbadoes choice of 1c per gallon for outside districts.

Barbadoes Molasses—	Price for Island of Fancy.	Montreal. Choice.
Puncheons	0 53	0 44
Barrels	0 56	0 47
Half barrels	0 58	0 49

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—		
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.		0 04¼
Pails, 85½ lbs., $1.95; 25 lbs.		1 40
Cases, 2 lb. tins, 2 doz. in case		2 65
Cases, 5 lb. tins, 1 doz. in case		3 00
Cases, 10 lb. tins, ½ doz. in case		2 90
Cases, 20 lb. tins, ¼ doz. in case		2 85
Cane Syrups—		
Barrels, lb., 4¾c; ½ bbls.		0 05
Cases, 2 lb. tins, 2 doz. in case		3 60
Maple Syrups—		
New, pure, per 8½ lb. tis	0 75	0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.		1 15

SPICES.—The feature of the market is a big decline in primary markets of practically all lines of peppers, advice of which was received by cable from England on Tuesday. This amounts to about 2c lb., and is believed due to falling off in demand. Sage continues to advance, as well as celery seed and laurel leaves. Supplies are being offered from Greece of sage, but it does not come up to the Austrian product. There is no reason why it should not be grown in this country, in fact, a Canadian sage is already being offered, and the samples look good. There is not much cream of tartar in sight, and what there is is realizing big figures.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	0 16	0 69	0 23
Cassia	0 22	0 89	0 29
Cayenne pepper	0 28	—....	0 35
Cloves	0 28	1 05	0 35
Cream tartar—45-55c.			
Ginger, Cochin	0 22	—....	0 29
Ginger, Jamaica	0 23	1 00—1 15	0 31
Mace	0 80	—....	1 00
Nutmegs	0 40	2 40	0 75
Pepper, black	0 22	0 90—1 00	0 29
Pepper, white	0 30	1 15—1 20	0 37
Pastry spice	0 22	0 95—1 20	0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—There have been no changes in local rice quotations during the past week, and nothing can be learned of any British rices reaching this market.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 60
Lustre	4 10
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—Higher priced coffee continues as dear as ever, and the market is said to be firm. Talk of a valorization scheme in Brazil, which is nothing else but a cornering of the market, leads the trade to believe that higher prices will be seen.

DRIED VEGETABLES.—Market remains at the high point reached some weeks ago, retailers paying $3.50 to $3.75 for 3 lb. pickers. Many wholesalers have no peas to offer with the exception of splits, for which they are asking $5.50. There has been an advance of ¼c lb. in California Lima beans across the border, but so far quotations remain the same here, i.e., 7½-8c per lb.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 45	3 75
Yellow eyes, per bushel	....	4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	....	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	....	3 00
Barley, pearl	4 25	4 50

ONTARIO MARKETS.

Toronto, August 19.—The chief thing of importance this week in this market is the general report anent the dried fruits situation. More details as to this are given in the special dried fruits report, but it would look as if cakes, pastry, and, later on, Christmas pudding, would be dearer this year on account of the high prices named for currants, raisins, peels and the like. This firmness in currants has been a feature of the markets for three or four weeks now, and by all appearances prices will keep pretty well where they are now, going—if any way—still higher. Raisins are bound to be dear. The poor Valencia crop and the lack of Sultanas will mean more or less a monopoly for Californians, and higher prices are universally expected. Whether or not they will materialize, and thus verify the forecast, will not be known till their statement, now overdue, is made.

With regard to the tea market, which is behaving queerly again, we quote—without comment here—the New York Journal of Commerce.

"The local tea market, while not weak, shows a reactionary tendency in low-grade black teas, this applying to Formosas as well as Ceylons and Congous. The cables from the primary markets of late have been rather bearish, there being a disposition to seek lower bids because of the cessation of Russian competition, which was responsible for the high prices reached.

"It is pointed out that the quality of the low-grade Ceylon tea in Colombo is poor; in fact, so much so that importers are averse to shipping the same to the United States. Medium and better grades are fairly well sustained, however, and little apprehension is felt on the score of this quality. Colombo mail advices state that Russia may return to the market when boats are available and prices may then recover."

The Atlantic Sugar Co. have a new granulated out, 15c a hundred less than the old. It is called the "Star."

Business develops few extraordinary features at this writing. Collections are better now than they were three or six months ago by long odds. Country trade has not been quite so satisfactory latterly. It seems to have taken on more of the hand-to-mouth character that was the city's portion for a long time. City trade is better.

SUGAR.—It will be remembered that last week we recorded the partial re-

covery in New York of the sugar situation—about 25 per cent. of what it had lost in the week preceding. Now a full recovery has been completed, heavy British buying having been the big factor in the firming-up process. Apropos of this locally, the market is featureless, with a fair to good demand at old prices.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—A cable from London to a prominent house here announces a decline of a farthing in common teas, but an advance of a cent on fine teas, with a note that the latter are hard to get. To many it may seem strange that the Indian tea sale should have shown a drop of a farthing in common teas and an advance in fine teas. But these very often go together. When common teas are high in price there is a great temptation on the part of the planter to pluck coarsely; i.e., to pluck part of an additional leaf, and thus produce quantity. But this unfortunately degrades the quality of his whole output. Then in such case there will be more common tea at the sales and less of teas with fine flavor. It is just possible that the very high price that common teas are fetching might bring about this general result, and a possible easing in common teas would follow. Note that this does not apply at all to fine teas. A slight decline has already made its appearance in the shape of a farthing at Monday's sale, and, while there was no easing off in the two preceding weeks, they showed a weak market.

On the other hand, we hear it is nearly impossible to get fine teas. Reports from London houses urge that these cannot possibly be lower, but add that, in the main, teas are off quality just now, and may continue so until the new crop comes in in October. But to look for any drop in fine teas is obviously made all the more unreasonable by their present scarcity.

See our introduction for further remarks anent the situation.

DRIED FRUITS.—Following the firmness in currants, which we have noted recently, we submit that the market has corroborated our prediction of advances. The primary market has again advanced during this last week. We look for still higher prices. The situation is remarkably firm, with heavy buying continuing right along. Currants at present levels are a good buy. With regard to raisins, the Valencia crop has turned out to be only 25 per cent. of normal. This is a factor of consequence, particularly when it is remembered that there will be no Sultanas to speak of this year. So far the prices on Californian raisins have not made their appearance, though they are overdue; apparently the association is waiting for prices named on Valencias. It looks as if California stuff will be higher; they will have more or less of a monopoly on raisins, with no Sultanas visible and a much below average crop of Valencias. Raisins are very strong in New York just now, and are liable so to continue. Heavy domestic and European buying, coupled with supplies which ever grow shorter, can only have this one result.

Peels will be dearer than last year. New stuff is now on its way, and when it arrives we shall see higher prices. Peels are a good buy right now.

Prunes are slower just now, because from New York comes the report that a shading of Fall prices is likely. Offers on October shipments have been successfully shaded from 3¾c basis to 3⅝c. All reports corroborate our prediction of some weeks ago that 1915 will see one of the largest crops on record. Spot stocks sell only slowly and hand-to-mouth. There is, unmistakably, a disposition to hold off buying in case the slightly lower prices materialize.

Apricots, for futures, retain their strength. The market at the Coast is remarkably firm.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12¾	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09¼
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets		0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

SPICES.—Cream of tartar is still very strong, and we do not see any lower prices immediately. It is still hard to get. If the freight situation were eased we might have a drop in prices, but not unless . . . Spot prices on peppers are all steady, though trading is lighter. This, it appears, is only temporary; supplies—limited supplies—of Acheen and Singapore are on their way. Cloves are quiet and steady on moderate spot stocks.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	—	—0 15
Cassia, whole	—	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	—	0 27—0 35
Cloves, whole	—	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	—	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	—	0 25—0 30
Ginger, African, ground	—	0 14—0 18
Mace	—	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	—0	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	—0	—0 50
Pastry spice	—	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	—	0 35—0 37
Pickling spice	—	0 16—0 20
Turmeric	—	0 18—0 20

NUTS.—Nothing new has developed since last report, noting the lower prices on Filberts, except that our prediction of lower levels on Tarragona almonds, too, is confirmed this week. We shall not feel the effect here for some time yet, though. Demand for shelled almonds is fair. Other lines are slow.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	—	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	—	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

BEANS.—Brisk demand has abated some. The slightly easier tendency is the only feature.

Beans—		
3-lb. pickers, cwt.	3 40	3 50

RICE AND TAPIOCA.—The trade is generally holding off for the active new rice crop movement, now due in the South. New Orleans advices say that river rice will be cheaper than a year ago; the crop is large and the quality good. There is only a moderate movement in foreign rices in New York, in which situation the lack of shipping facilities would seem to be a factor. Demand here is fairly good. Rices and tapioca, which is also firm, are staples, and buying rambles right along on that account.

Rice—		
Rangoon "B." per cwt.		4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.		5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.		0 05½

COFFEE.—The firmness in futures continues, but spot stuff is very slow, and the market is dull and featureless.

Coffee, Roasted—		
Bogotas	0 26	0 30
Jamaica	0 17	0 19
Java	0 31	0 36
Maricaibo	0 22	0 25
Mexican	0 27	0 28
Mocha	0 33	0 36
Rio	0 15	0 17
Santos	0 21	0 23
Chicory, per lb.	0 10	0 12

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, Aug. 19.—A new shipment of dromedary dates has just arrived. Grocers have been bare of these for some time. Business is inclined to be quiet. British Columbia fruits selling well.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	....	0 31
New Zealand cubes	....	0 30½
New Zealand brick	....	0 37
Cheese, per lb., large	....	0 19
EGGS—		
Local fresh		32 c
Extra selected		28 c
Vancouver Island		32 c
Lard, 3's, per case		8 55
Lard, 5's, per case		8 47
Lard, 10's, per case		8 40
Lard, 20's, eacb		2 73

GENERAL.

Almonds, shelled, lb.		0 45
Beans, Ontario, per lb.		06 c
Beans, Lytton		06½c
Cream of tartar, lb.		50 c
Cocoanut, lb.		18½c
Cornmeal, bail		$3 ,0
Evap. apples, 50's		09 c
Flour, 49's, bbl.		7 50
Lemons, box	3 75	4 25
Potatoes, per ton		18 00
Rolled oats, bail of 80 lbs.		3 45
Onions, lb.		½c
Oranges, box	2 75	3 ,0
Rice, 50's, sack		1 90
Sugar, standard gran., per cwt.		7 35
Sugar, yellow, per cwt.		6 70
Walnuts, shelled, lb., 40c; almonds		0 42
Jams, glass jars, doz.		2 25
Jams, 4-lb. tins, doz.		7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1 a, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lh.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

SASKATCHEWAN MARKETS.

(By Wire.)

Regina, Sask.—Harvesting will be general within the next two weeks in this province, prospects being bright for splendid crops. Weather conditions are ideal and grain is ripening fast. Business prospects are brighter. Sugar advanced ten cents on August 11 and 10c on August 12. Granulated is now quoted at $7.54. There seems to be a shortage of lemons all through the West, no lemons wholesaling for one week. Dealers here expect car next Monday. Dairy butter is up to 21c and cheese is 16¼c. Eggs are up to 18c. Corn meal is higher at $2.95. Oranges are $5.50.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 21
Cheese, per lb., large	....	0 16¼
Eggs, new laids	....	0 18
Lard, 3's, per case	....	8 60
Lard, 5's, per case	....	8 55
Lard, 10's, per case	....	8 50
Lard, 20's, each	....	2 82
General—		
Beans, Ontario, per bushel	....	3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 95
Apricots, per lb.	....	0 12
Evap. apples, 50's	....	0 08¾
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	....	7 54
Sugar, yellow, per cwt.	....	7 14
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 39
Broken beans, 2's	....	2 55
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 28
Peas, standard, per 2 dozen	....	2 28
Plums, Lombard	2 15	2 28
Peaches	....	3 21
Strawberries, $1.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 15	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 65
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 ,0
Fruits and Vegetables—		
Apples, fancy, box	....	2 50
Celery	....	0 10
Grapefruit, per crate	....	4 50
Sweet potatoes, per crate	....	4 50
Lemons	....	5 00
Oranges, Valencias	....	5 50
Pineapples, case	....	4 25
Potatoes	....	1 00
Potatoes, new	....	1 00
Preserving cherries	....	1 90
Tomatoes	....	2 00
Watermelons	....	9 09
California Onions	....	0 03½
Dried Fruits—		
Currants, per lb.	....	0 09⅛
Prunes, 70-80, 25's, lb.	....	0 10⅛

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, Aug. 19.—Excellent weather throughout the West brings good trade. Harvesting, although scattered, is getting more general in northern districts. Trade is certainly reviving.

Produce and Provisions—		
Cheese, new, lb.	0 17½	0 18½
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 20c; No. 2	....	0 17
Eggs, dozen	....	0 22
Eggs, No. 2	....	0 15
Lard, pure, 3's, per case	....	9 00
Lard, pure, 5's, per case	....	8 95
Lard, 10's, per case	....	8 90
Lard, pure, 20's, each	....	2 93
General—		
Beans, Ontario, per bushel	3 75	3 90
Beans, Japan, per bush.	4 20	4 25
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09	0 09½
Potatoes, per bush.	0 35	0 60
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $3.55; 80's	....	3 15
Flour, 98's	3 40	3 55
Rice, per cwt.	....	3 85
Sugar, standard gran., per cwt.	7 60	7 70
Sugar, yellow, per cwt.	....	7 20

SPLENDID CROPS IN EASTERN TOWNSHIPS.

A representative of Canadian Grocer in Quebec Province writes us as follows:—

"The observation of your representative through the Eastern Townships of Quebec show that everywhere there is promise of an abundant harvest. All crops are looking well, in fact the indications have not been as good for years. The hay crops, of which there is a large amount grown, is about all in, and is excellent.

"With three or four weeks more of favorable weather the farmers of this section will garner one of the best returns from the soil that has yet been reaped. Considering the high prices that are likely to prevail for agricultural products there should be a good business turnover by the merchants in the towns and cities south of the St. Lawrence.

Canned Goods—		
Apples, gals., case	....	1 50
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen	....	2 10
Plums, Lombard	....	2 20
Peaches	....	3 25
Strawberries, $4.45; raspberries	....	4 90
Tomatoes, standard, per dozen	....	2 50
Salmon, sockeye, 4 doz. talls, case, la	....	7 50
Cohoes, 1's, $5.75; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

ALBERTA MARKETS (CALGARY).

(By Wire.)

Calgary, Aug. 19.—Since last report sugar has advanced 20 cents. Peas and corn are up 15c a case and tomatoes 10 cents a case. This advance was fully expected. B. C. potatoes are 60c a bushel. Local crop will be much larger than in former years and quality is good. Eggs are advancing and storage stock is now being drawn on. No. one dairy butter is quoted at 22 cents. Bacon, backs are 19c. Several brands of canned herrings are very scarce and stock cannot be replenished. Dried codfish is up about 2 cents.

General—		
Beans, small white Japan, lb.	....	0 06¾
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail	....	3 70
Rolled oats, 80s	....	3 30
Rice, Siam, cwt.	....	4 00
Potatoes, new, per bush.	....	0 60
Sugar, pure cane, granulated, cwt.	....	7 75
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	....	0 17½
Butter, No. 1, dairy, lb.	....	0 22
Eggs, new laid, doz.	....	0 20
Lard, pure, 3s, per case	....	8 70
Lard, pure, 5s, per case	....	8 63
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 65
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 25
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48xls, per case	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 25
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Fruits—		
Blackberries	....	2 00
Blueberries, Ont., basket	....	2 00
Cantaloupes, crate	....	5 50
Grapefruit, Cal.	....	5 00
Oranges, case	....	5 50
Lemons, case	....	6 25

NEW BRUNSWICK MARKETS.

By Wire.

St. John, Aug. 19.—Molasses stocks are particularly low. The steamer Uller arrived Tuesday, slightly relieving the situation, but dealers have mostly little on hand. Quotings are a shade higher at 49c to 50c, and are not expected to be any easier for some time to come. Beans are higher, hand-picked being $3.70 to $3.75, and yellow $3.80 to $3.85. Cornmeal, granulated, is $5.75. Pure lard is not quite so firm at 12½c to 12¾c. Currants are steadily strengthening, dealers expecting higher rates. A slight advance to 9c to 9¾c has already occurred. The strawberry season is ended. Potatoes are from 60c to 70c, and plentiful. Butter has been a little scarcer during haying season. Eggs are fairly plenti-

ful, with no change in prices. General business is steady.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	24 00	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 27	0 28
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 12½	0 12¾
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	7 85
Flour, Ontario	....	7 15
Rolled oats, per bbl.	....	7 50
Oatmeal, standard, per bbl.	....	8 25
Fresh Fruits and Vegetables—		
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	3 80	3 85
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 49	0 50
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09	0 09¾
Rice, per cwt.	4 25	4 50

Grocers' Letter Box

Editor Canadian Grocer.

Dear Sir.—Will you kindly tell us when the coffee week is going to take place. Unfortunately we cannot find the copy of Canadian Grocer in which it was mentioned some time ago.

Yours very truly,

C. O. S.

Quebec, P.Q., Aug. 13th.

Editorial Note.—Coffee week is to be held in the United States, beginning October 18th. The National Coffee Roasters' Association is behind the movement.

TRADE NOTES.

The Elgin Trading Co., Elgin, Man., have sold their stock to Harry Cohen.

Travellers who have been calling on the trade in Simcoe, Ont., and others, who were acquainted with the Lea family there, will regret to hear of the death of Harry Lea, which took place last Saturday, August 14. He was the eldest son of the late G. W. Lea, for many years a grocer in Simcoe. Since the death of the father, the business has been run by the deceased and his brother, George Lea, jun., as an estate. The funeral was held on Tuesday afternoon.

With the intention of advertising the fish of Canada as a cheap and palatable article of diet, the Dominion Fisheries Branch of the Marine and Fisheries Department of the Government has arranged to have not only an exhibit, but also a fish restaurant, at the Canadian National Exhibition at Toronto this season. By proper cooking and serving it is hoped to encourage the greater use of fish as an article of diet.

To Reinforce the Princess Pats

THERE are many men in Canada who are anxious to go and play their part in the great war, who are willing to go as officers, but from want of adequate military training, or for other reasons, are unable to obtain commissions. There are other men who would prefer to join the ranks simply because they realize the enormous responsibility of the wastage of life which results from the bad leadership of an improperly trained officer.

Some of these men hesitate to go in the ranks, merely because they are uncertain of finding the congenial companionship of men of similar training and tastes.

Now, there is an organization in Canada exactly suited to the requirements of such men, and its existence should be brought clearly to the notice of every young man in Canada.

The Universities of Canada are working loyally together to raise company after company, and to send them overseas to reinforce as units that famous regiment, the Princess Patricia's Canadian Light Infantry.

These companies are composed of men from the Universities of Canada, the friends of such men, and, broadly speaking, from men of that type.

It must be clearly understood that they are not all University men, for there are bank clerks, lawyers, architects, engineers, ranchers and others, and it has been found that such men pull well together and enjoy military life to the full. If the existence of such a force was known throughout the length and breadth of Canada, there would be no difficulty in recruiting a full company within a week.

The First University Company, under the command of an excellent leader, Captain Gregor Barclay, has been for some time in England. An eminent military authority has declared this to be the finest company which has ever sailed from Canada.

The Second University Company was composed of men of a splendid type, and was embarked recently at Montreal.

The Third Universities Company (and note that the plural is deliberate) is recruiting with fair rapidity, and there is every hope that it will reach the high mark of success attained by the first two companies.

There is certainly no difficulty in obtaining officers, but it is harder to find picked men for sergeant-major, company quartermaster-sergeant, platoon sergeants and section leaders, on whom largely rests the success of the company. Indeed, Canada needs chiefly a training school for non-commissioned officers.

The general principle is followed of giving commissions to well qualified men from the University or from the district which furnishes the recruits.

The West has certainly been a great recruiting ground for the Universities Companies, and the men have proved themselves good soldiers, well disciplined and efficient, with fine physique. It is hoped that the Maritime Provinces will rival the West in furnishing recruits. Indeed, in the Second Company, men, doubtless Canadians, came to join from Oklahoma, Arizona and Missouri.

A recruit can be examined medically and attested in his own district, and transportation will be provided to Montreal.

All information can be obtained from Captain A. S. Eve, 382 Sherbrooke Street West, Montreal, the headquarters of the successive companies.

The newspapers and publicity agents, by their voluntary aid freely given, have shown themselves to be the most efficient means of furnishing recruits, but we ask every reader to help the men to join the company they are looking for, and the company to find the men required.

INSIDE SCREENS FOR WINDOWS.

One of the most serious problems of the grocer in the summer time is how to keep flies out of his windows. Nelson Lalande, 361 Charlevoix street, Montreal, has overcome the difficulty effectively by closing the window in by means of wire screening. The screens are in three or four sections, and are sliding, so that goods in the window are easily accessible. Glass is too hot in summer, and too cold in winter. Incidentally, the screen keeps cats out of the window; a cat in the window drives away business.

George Morgan and E. H. Wright have opened a grocery store in the Ruddy Block, Leduc, Alta., which will be known as the Leduc Cash Grocery.

Every store you enter probably has something to teach you in the way of management, display, policy or methods. Find out what it is.

If you never ask customers how they liked the goods, in all probability you are afraid there was something wrong, and the customers will think of that themselves.

Big Drop in Tomatoes

A Feature of Montreal Market—Lots of Canadian Apples Now Arriving — Spanish Onions Higher—All But Black Cherries Gone—Turnips Back Again.

MONTREAL.

FRUITS.—Lots of Canadian apples are now arriving on the market, chief of which are Duchess and Yellow Transparent, which are quoted at 3.50-3.75 for No. 1's, and 2.75 for No. 2's. The quality is fairly good. Raspberries now arrive in pails locally, at 75c. pail. There is a big demand for bananas at from 2.00 to 2.50. Saguenay blueberries are big sellers at 1.75 for 16 qt. boxes. Blackberries are now offered in pails and cups at 50c. pail. Grapefruit is practically off the market, and high prices are being secured for what is available. Plums are slightly higher—2.00 for boxes of 4 baskets. Pineapples are not in demand, there being too much other fruit offered. There are a few Canadian cherries being offered at 1.00 per box. Oranges are high, and are almost too dear to sell. Apricots have advanced to 2.00 box. Biggest sellers in fruit line this week are bananas and blueberries.

Apples—		
Duchess, No. 1's	3 50	3 75
Duchess, No. 2's	....	2 75
Yellow Transparent, No. 1's	3 50	3 75
No. 2's	....	2 75
Bananas, bunches	2 00	2 25
Blackberries, small pail	....	0 50
Blueberries, Saguenay, 16-qt. boxes	....	1 75
Grapefruit, 46-54-64-80-96	....	3 25
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, Cal., case	....	2 50
Lemons—		
Messina, 300 size	3 25	3 50
Verdillis	....	4 00
Limes, box	....	1 40
Oranges—		
Valencias, Cal., late, 126-250	....	5 25
Rodi, 200-80, box	....	4 00
Jamaica, 196-200-216	....	3 00
Pineapples, 18-24 and 30-36	....	2 50
Peaches, box	....	1 40
Peaches, crate 6 baskets	....	2 25
Pears, new, box	....	3 00
Plums, box 4 baskets	....	2 00
Raspberries, pail	....	0 75
Cherries, Canadian, box	....	1 00
Cantaloupes, box of 45	....	3 50
Apricots, box	....	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—The feature of the market is a big drop in tomatoes, quotations being almost cut in half. Montreal tomatoes are now quoted at 60c. per box, whereas a week ago they were 1.25 to 1.50. A corresponding drop also occurred in hothouse tomatoes, which are now bringing 10c. per lb. Potatoes are enjoying such a big demand the price has been maintained; they are bringing somewhere around 65c. per bag. Canadian leaks are being sold at 20c. bunch. Cabbage dropped during the week to 35c. per doz., and the quality is very good. Nice cauliflowers are now worth 2.00, and are scarce; poorer quality are bringing 1.50 per doz. Corn is in good demand at 10c. doz.; really good corn costs 12½c. Cucumbers are down to 20c. doz. Practically no demand for mushrooms. Big drop in onions on account of the big crop—quotations this week 50c doz. bunches. Peas are off the market. Peppers are cheap, 11-qt. baskets 40-50c; in bbls. 3.00. Radishes are scarce at 15c. doz. Canadian spinach is beginning to arrive freely at 75c. box. In this market the biggest demands are for corn, potatoes, and tomatoes.

Beets, doz. bunches	....	0 35
Beans, wax, Montreal, per bag	....	0 50
Beans, green, Montreal, per bag	....	0 50
Cabbage, Montreal, per doz.	....	0 35
Carrots, 3 doz.	....	0 50
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	0 25	0 75
Corn, doz.	0 10	0 12½
Cucumbers, fancy, doz.	....	0 20
Leeks, bunch	....	0 20
Head lettuce, doz.	....	0 25
Curly lettuce, doz.	....	0 20
Onions—		
Montreal, doz. bunches	....	0 50
Parsnips, new, doz.	....	0 35
Parsley, Canadian, doz. bunches	....	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
American, new, bbl.	....	2 00
Radishes, doz.	....	0 15
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	....	0 75
Turnips, new, doz.	....	0 20
Tomatoes, hothouse, lb.	....	0 10
Tomatoes, Montreal, box	....	0 60
Vegetable marrows, doz.	....	1 00
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—There is a noticeable scarcity in cherries, black mantillas being just about the only kind available. Raspberries are in like case only there the quality is poor too. Lawton berries have been coming in in large shipments. A few better quality plums have come to this market, but in the main quality isn't up to much. Peaches are getting a trifle cheaper, and we quote Canadian at 25 to 60c. basket. There is a big supply of cantaloupes for sale now at advantageous levels. Canadian musk melons are getting mighty cheap: competition of southern stuff keeps prices down. There are few gooseberries left and what there are, are inferior in quality. Apricots in 11 qt. baskets sell for a quarter, or 20c. for poorer stuff. There were a couple of cars of oranges on the market and they both went for 5.00 to 5.50 a case. Pears have a fair sale. General tendency in fruit is downwards and prices are advantageous and cheap.

Apples, new, imported	1 25	1 30
Apples, 11-qt. basket	0 30	0 40
Bananas, per bunch	1 [illegible]	1 [illegible]
Blueberries, 11-qt. basket	1 00	1 65
Cocoanuts, sack	[illegible]	[illegible]
Cherries, Can., 11-qt. basket	....	0 50
Cherries, extra choice, black	[illegible]	[illegible]
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 25	1 50
Cantaloupes, case	[illegible]	[illegible]
Cantaloupes, Can., 11-qt. basket	0 35	0 75
Grapes, Cal., case	2 25	2 75
Oranges—		
California Valencias	5 00	5 50
Lemons, new, Messina, box	3 75	4 00
Limes, per 100	..	1 [illegible]
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 [illegible]	1 [illegible]
Peaches, Georgia, 6 basket	2 25	2 50
Peaches, Canadian, large basket	0 25	0 60
Pears—		
California, Bartlett, box	2 50	2 75
Plums, Canadian, ½ basket	0 18½	0 25
Plums, Canadian, large basket	0 20	0 60
Plums, box	1 25	1 75
Raspberries, box	0 08	0 12
Thimbleberries, box	0 08	0 11
Watermelon	0 40	0 75

VEGETABLES.—A dollar a bag is being charged for potatoes. Generally the quality is good, though some of them come from clay soil—and show it. Tomatoes are firmer, selling at 30-40c. Beans, beets and carrots are getting a trifle better sale than heretofore and the quality is good. There are some turnips on the market now, worth 20 to 25 a basket. Corn, slightly cheaper, is getting good business now. Cucumbers, too, sell well. Celery is only getting 35c. at top figure. Spanish onions are up as high as $3.00. Canadian stuff, in 75-lb. bags, is lower a trifle.

Asparagus, Canadian, baskets	....	1 50
Beets, hamper, doz. bunches	0 25	0 30
Beans, wax, basket	0 25	0 30
Cabbage, new, crate	0 75	1 00
Cauliflower, hamper	1 00	2 00
Cabbage, crate	....	1 25
Carots, new	0 15	0 25
Celery, doz.	0 30	0 35
Corn, doz.	0 12	0 15
Cucumbers—		
Canadian outdoor, basket	0 25	0 35
Egg plant, doz.	....	1 50
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb. bags	0 85	1 00
Can., 100-lb. sacks	2 75	2 50
American	0 85	0 95
Bermudas, crate	1 20	1 30
Green onions, doz.	0 [illegible]	0 00
Spanish, case	2 85	3 00
Green peppers, basket	0 35	0 50
Green peas, Can.	0 25	0 35
Potatoes, N.B., Delawares	0 55	0 60
Potatoes, Ontario, new, bag	0 90	1 00
Potatoes, Virginias, bbl.	....	2 50
Parsley, basket, 11-qt.	0 25	0 35
Radishes, doz.	0 10	0 15
Tomatoes, Canadian, 11-qt.	1 25	1 50
Tomatoes, Canadian	0 30	0 40
Turnips, 11-qt. basket	0 20	0 25
Lettuce, leaf	0 15	0 20
Lettuce, Canadian, head, doz.	0 30	0 40
Vegetable marrow, doz.	0 25	0 35

Scarcity of Lake and Sea Fish

Both Markets in Same Case—Lake Fish Firmer in Toronto—Rumored Lower Prices for Opening of Oyster Season—Scarcity in Lake Stuff Soon to be Relieved.

MONTREAL.

FISH AND OYSTERS. — There is general scarcity of fresh fish at the moment. The lines most affected are haddock, and codfish in sea fish, and lake trout and dore in lake fish. Halibut is in plentiful supply, but prices will certainly advance before long. Reports are that fish shows signs of depletion on the banks. As regards lake fish, the situation will be relieved as soon as the Manitoba lakes are open around 20th of August; this will replenish the markets, and bring about lower prices. Trade generally is just fair, and no improvement is expected until next month. Oyster producers are now getting their plants in shape for opening of the season on Sept. 1. Lots of literature is reaching distributors, and judging from the tone of these letters, stocks will be plentiful, and prices are expected to open below normal. Trade in salted and pickled fish is still indifferent, but in certain quarters indications are that a movement will start before long.

TORONTO.

FISH AND OYSTERS.—The scarcity in lake stuff at which we hinted in this report last week has now materialized and trout, whitefish and other lake fish are scarce. This applies particularly to trout. Nevertheless, this is almost an annual happening, inasmuch as it is just prior to the opening of the Western lakes, which event is attended by relief in supplies. Trout and whitefish show no alteration in price, but they are firmer, and there is a big demand. Salmon has contiued all week in big demand, notwithstanding the enhanced prices which we noted last week. Fresh fish does not seem as plentiful either, but this market—unlike the eastern one—is more concerned with lake stuff than sea fish.

Our Montreal correspondent notes that oyster prices may open lower than usual and this is corroborated in Toronto, where, last year, an unusually good season was a feature of the fish market.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.10	.12
St. John bloaters, 100 in box	1.10	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 50 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	0 8
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH. CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, small	0 20	0 18
Live lobsters, medium and large, lb.	0 22	0 30
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11 —12	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	6	7
Salmon, Western	15 —16	17 —18
Salmon, Eastern	14 —15	17 —18

FRESH LAKE FISH.		
Carp, lb.	0 08	....
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	0 12
Herrings, lb.	0 04	0 07
Lake trout	0 11	11—12
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 20	0 20
Frogs, large, lb.	0 35	0 45
Dore	12—13	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tullibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

A CATCHY AD.

The following is a catchy advertisement used recently by Fred Foster, a Sarnia, Ont., grocer:—

A TEACHER ONCE ASKED A PUPIL "What is the highest form of animal life?" To which a bright member of the class replied, "the giraffe."

If the teacher had wanted to know where the highest form of eatables came from, the answer would have been—"from Foster's Grocery."

The right goods for outings, picnics, or functions of whatever sort can always be found here.

Government inspected meats, too—meats that are guaranteed—and no more to pay.

FRED FOSTER.

GOOD FRIENDS IN QUEBEC.

A Canadian Grocer subscription representative who recently travelled through the eastern townships of Quebec Province, writes as follows:

"I walked out in the country a short distance last evening at Bury to see a Mr. Whitehead, to whom I had sold a Canadian Grocer six years ago. He said to me: 'I bought Canadian Grocer from you some years since, and it was one of the best buys I ever made.' He added that it had saved him money numbers of times.

"To-day I called on a French dealer, M. Talliencourt, in Scotstown. He said he would not be without Canadian Grocer on any account. 'I read every word of it—that is what I take it for; it is valuable.'"

Carelessly wrapped parcels make disgruntled customers before they get the goods home.

Butter Up: Cheese Down

Firmness in Creamery and Dairy Butter Noticeable—Export Demand Plays a Part—New Laids for Britain; a Revival—Cheese Prices Easier—Ducklings Down Three Cents.

MONTREAL.

PROVISIONS.—Lard has been showing a weaker tendency for some time, and quotations now are in the neighborhood of 12½ to 13c. for pails, which is slightly cheaper. Dealers are also looking for lower prices on compound lard as the feeling is there is not sufficient difference between the price compared with that of pure lard.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Sboulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Sboulders, boiled	....	0 25
Sboulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 [illegible]
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	29 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., eacb	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¾
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., eacb	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—There is no change in quotations to the grocer. A large number of inquiries for export are coming in, but advantage cannot be taken of these on account of cold storage freight not being available for the present. However, it shows that the stuff is wanted in England, which has had a bullish influence on the market.

Butter—		
Finest creamery	....	0 29
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—There is a weaker market here, without any changes in quotations. Stocks of dearer cheese are getting rather heavy on the other side the water, which is having a dampening effect on the market.

Cheese—		
Old make	0 18	0 19
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—There is still some inquiry for export, and local prices remain the same. Receipts are fairly heavy, but quality is only fair.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 19	0 20

POULTRY. — Supplies are getting more and more plentiful, especially on live stuff. As the demand is not improving at all, prices have been dropped on several lines, principally ducks and ducklings. Feeling is that much lower prices will be seen in a short time if supplies continue to arrive as freely. Live fowl continues to be the big seller.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 1[illegible]
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., eacb	....	0 25
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelpbia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 16
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending Aug. 14, 1915	15,019	70,904	8,295
Week ending Aug. 15, 1914	13,349	49,172	6,569

TORONTO.

PRODUCE AND PROVISIONS.—Hams, backs, and breakfast bacon all show slight increases this week, owing to the general firmness which has developed in pork products. Long clear bacon is now up to 14 cents. Lard, both in pure and compound, is higher by half a cent, there being quite a noticeable improvement in demand.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	....	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 12	0 12½
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¾	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—Consequent upon our note last week, creamery and dairy butter have both firmed up, and we quote 30 cents for the first and 27 for the latter, as high points. These are up respectively a cent and a cent and a half to two. There is some export still going on, particularly in dairy, owing to the British situation. Danish supplies are coming a little better over there now, though prices are high and likely to be no lower. Domestically, there is a fair demand, and the make is none too large to take care of all the claims thereupon.

Butter—		
Creamery prints, fresb made	0 29	0 30
Separator prints	0 26	0 27
Dairy prints, choice, lb.	0 23	0 25
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Prices have again been reduced in sympathy with the lower movements at cheese boards. Our prices are therefore down half a cent from our last week's levels, and new large has sold down to 14¾ cents, while twins are worth 15. Old cheese is more or less unquotable. This downward movement in cheese seems to have set in and there is no reason why it should not go a trifle further, though much lower prices are not probable.

Cheese—		
New, large, per lb.	0 14¼	0 14¾
New, twins, per lb.	0 14¾	0 15

EGGS.—The wholesale market has strengthened, particularly in new laids, which are now up to 25 cents. The firm-

ness has extended right down the list. The reason seems to be that first class quality stuff is not forthcoming in big supplies and what there is of it can therefore get good money. Western eggs deteriorate in quality by the time they get down here, and first class stuff is certainly in good demand. Storage demand has just about let up. Prices do not show any disposition to slump, however, because export trade has developed to a surprising extent this year, contrary to the experience of the last few years. Eggs just now are worth 16½ to 17 at country points. To revert to quality, the warm and humid weather has had much to do in effecting a degeneration.

Eggs—		
Specials (in cartons), doz.	0 25	0 27
No. 1s (straight new laids)	0 24	0 25
No. 2	0 18	0 19
Cracked	0 16	0 17

POULTRY. — Ducklings are selling down to 9 and 10 cents. There's lots of them going at such figures. Broilers too, are easier, being more plentiful and we quote 17 cents, a decline of two to three. Old fowl, dressed, is higher though by a cent and a half, and seems to be in fair demand.

Poultry—	Live.	Dressed.
Old fowl, lb.	12—14	15—18
Spring broilers	17	24—26
Turkeys	.—..	20—25
Ducklings	9—10	17—18

HONEY.—Prices are unchanged, and there is little alteration in the situation.

Honey—		
Buckwheat, in bbls.	0 07	0 07¾
Buckwheat, in tins	0 07¼	0 00
Strained clover	0 12½	0 13

JAMAICA'S CHIEF EXPORTS.

The principal exports of Jamaica, one of our sister colonies in the West Indies were as follows for 1914:—

Annatto	lbs.	855,916
Beeswax	lbs.	57,334
Cocoa, raw	cwts.	72,299
Cocoanuts	number	29,124,100
Coffee, raw	cwts.	79,747
Copra	lbs.	183,530
Cotton, raw	lbs.	32,235
Divi-divi	lbs.	483,943
Fruit—		
Bananas	stems	16,201,772
Grapefruit	pkgs.	38,952
Oranges	number	14,740,550
Ginger	cwts.	18,979
Hides	lbs.	550,347
Honey	glns.	161,877
Leather, unmanufactured	lbs.	31,071
Limejuice	glns.	77,383
Pimento	cwts.	86,310
Rum	glns.	1,113,420
Skins, goat	lbs.	163,354
Sugar	cwts.	307,992
Tobacco—		
Cigars	lbs.	86,437
Leaf	lbs.	26,500
Wood, logwood	tons	52,743
Wool, raw	lbs.	14,577

Some reader, who has not sent his name, has forwarded us some literature in connection with the Co-operative Union of Windsor, Ont. There was an article in this connection in one of our December issues of last year reviewing fully the prospectuses and literature sent out by this concern. If the reader will kindly send his name a copy of that particular issue will be forwarded to him.

Express Charge Complaint

Objection Made to Charge of 10c for Manifesting Consignments of Goods Into Canadian Ports—Reply From Transportation Department of the C.M.A.

A FEW weeks ago there appeared a letter in Canadian Grocer from C. W. Vahey, of Bridgeburg, Ont., dealing with charges made by the express companies for manifesting consignments of goods coming into Canadian ports from the United States. This letter of Mr. Vahey's was submitted to the Transportation Department of the Canadian Manufacturers' Association for their consideration. In the meantime another letter was received from Mr. Vahey going more into the amount of money received by the express companies for making these manifests, but just as this was being submitted to the Transportation Department of the C.M.A., a reply to the first letter was received by Canadian Grocer from them. The correspondence is given herewith:

Editor Canadian Grocer:

I have your letter of the 5th inst., and was pleased to hear that the charge for manifesting shipments into Canadian ports by the American Express Co., had been placed in the hands of the Transportation Department of the Manufacturers' Association. I hope that they may be successful in having the matter investigated.

I have gathered some data which, while not official, is at the same time reliably accurate.

The American Express is in control of all express business entering at this port. The following figures will afford some idea of the value of the ten-cent charge made for manifesting each consignment. For the Customs fiscal year ending April, 1915, the American Express Co. made 30,464 manifests, the Canadian Co. made 16,928 manifests. The greater number of these manifests were of the blanket form and would average ten entries each by American and four entries each by Canadian. This would show earnings by the American on 30,464x10x10, equal $30,464; by the Canadian on 16,928x4x10, equal $6,771; or a total of $37,325.

This would average a daily revenue of $118. Just what per cent. the above sum would represent on their traffic charge; that could only be determined by an official investigation.

I can easily understand why no complaint has been raised by the small shippers, but with large firms, employing rate clerks it is not so easy to understand as the charge of ten cents added to the tariff charge would be detected at once. Do the big fellows get a rebate?

The number of manifests made on three of the principal inland ports was as follows:

Toronto, Am. Ex. 5,850x10x10	$ 5,850
Toronto, Can. Ex. 765x4x10	306
Hamilton, Am. Ex. 2,685x10x10	2,685
Hamilton, Can. Ex. 452x4x10	180
Brantford, Am. Ex. 1,169x10x10	1,169
Brantford, Can. Ex. 365x4x10	146
	$10,336

Ten thousand dollars makes quite a neat addition to the traffic charges collected in these places.

C. W. VAHEY.

Bridgeburg, Ont., Aug. 9, 1915.

Letter From C.M.A.

Editor, Canadian Grocer:

This is a matter that was dealt with by our Transportation Committee in 1913, and the conclusion was reached that nothing could be done. The express companies provide the necessary forms and clerks to act as brokers. If they did not do so it would probably mean that the shipper or receiver would have to appoint a broker at the frontier to make out these papers. As you know it is not a transportation charge, and, therefore, it is hardly to be expected that the express company should stand the expense.

I do not know that the matter has been up officially before our Board of Railway Commissioners, but it has been before the Interstate Commerce Commission. The latter ruled that the companies were justified in making the charge.

(Sgd.) J. E. WALSH,

Mgr. Transportation Department.

TEA EXPORTS FROM CEYLON.

According to the "Times" of Ceylon the total exports of tea, both black and green, from the Island between Jan. 1 and July 5, this year, have been 98,720,223 lbs. as compared with 95,896,975 lbs. during the corresponding period of 1914. This makes an increase of almost 3,000,000 lbs. From the same source it is seen that there have also been increases in exports from the Island in rubber, cocoa, cardamoms, cinnamon quills, and citronella oil.

Canadian Grocer is in receipt of a handsome booklet showing views of Anderson, Ind., U.S.A. One of the half tone cuts is that of the factory of the Computing Cheese Cutter Co.

Flour Market Waits for New Wheat

Much Ontario Wheat Spoiled by Rain—West Promises Good—Cereal Situation Remains Quiet —Feed Market Strong on Account of Little Milling Going On.

MONTREAL.

FLOUR.—Ontario 90 per cents in bags are quoted at 2.50, but despite the heavy crop, the market is keeping wonderfully firm. When the large crops in the west and in the States are considered, and the heavy supplies waiting for an outlet from Russia are also considered, the condition of the market is good. In view of the heavy rains in Ontario, which have resulted in a great deal of sprouted wheat, dealers here look with apprehension towards the coming year. As far as they can see, there have been only a few places free from sprouted wheat. There are some places here and there where the crop was got in before the rain arrived, but many had rain while they were cutting. There are also reports that early June frosts damaged the blossom. So everything considered, dealers will have to watch themselves when buying to see that flour is up to the mark. If millers get in driers, it is believed that the effect of moisture will be largely overcome. The tendency is for buyers to hold off to give millers a chance to get their wheat dry, and care will be taken to test flour from this year's crop before buying.

Manitoba Wheat Flour—	Per bbl.	of 2 bags
First patents	....	7 10
Second patents	....	6 90
Strong bakers	....	6 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 80	6 40
90 per cent. in wood	5 40	5 60
90 per cent., in bags	2 50	2 60

CEREALS.—Stocks of rye flour are pretty well run out here, and dealers are only buying hand to mouth. It is stated that all supplies of old rye flour are exhausted. It is quoted here at 3.25 per bag. There is no feature to the rolled oats market, business being very quiet.

	Per 98-lb. sack
Cornmeal—	
Gold dust	2 45
Unbolted	....
Rolled Oats—	90's in jute.
Small lots	3 25
25 bags or more	3 15
Packages, case	....

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

	100-lb. bbls.
Rolled Wheat—	
Small lots	....
Hominy, per 98-lb. sack	....
Corn flour, bag	....
Rye flour, bag	....
Barley, pot	....

2 50
2 15
3 35
....
4 50
3 80
2 75
2 60
3 25
3 00

FEEDS.—A very firm feeling still exists in this market on account of many of the flour mills being closed down, owing to accumulation of flour stocks. Dear feed is bound to continue as long as there is no export demand for flour. Even millers are writing dealers in Montreal asking if they know where they can buy bran and shorts. Prices remain about the same as a week ago—$26-26.50 for bran, $28 for shorts, and $33 to $34 for middlings. As a result of the high prices of mill feeds, high prices are being paid for hay. It is stated that farmers are being paid $17 per ton for hay.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 50
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—There is nothing in the way of price changes to report this week. The trade is still in a waiting mood, for the new crop, and the same thing applies to British business, too. This waiting has been going on for some time now, but as the heavy delivery in the States has now begun, the Canadian millers will be looking to their supplies. Declines in wheat prices, however, seem to have been a bear, so far as export goes, and still further decreases are apprehended.

As we pointed out last week, condition of exchange market is stopping much spring wheat flour being sold for export. This applies to the eastern market too. Domestic business appears to be small and of hand-to-mouth character.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Stroug bakers	6 50	6 30

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	5 70
90 per cent.	6 00	5 60
Straight roller	6 00	5 60
Blended flour	6 20	5 80

CEREALS.—There has been a flickering demand for oats, but the flickering was chiefly out. It was spasmodic. Cereals seem to be slow, which is in accord with the season.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—Again we report the only demand in the grain markets to be for feeds. This continues, and is unusually good for this time of the year. Feed is still scarce. The mills are not turning much out.

Mill Feeds—	Mixed cars, per ton	
Bran	26 00	27 00
Shorts	28 00	29 00
Middlings	33 00	34 00
Wheat moulee	37 00	38 00
Feed flour, per bag	1 90	1 95
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

IMPURITIES IN THE COFFEE ALLEGED.

Joseph Perrung, at 236 West Fifth street, New York, and Joseph Ehrlich, manager of the Ehrlich Paint Co., were both arrested recently on warrants sworn out by pure food inspectors, charged with selling adulterated coffee. It is charged that they were selling coffee at 12 cents a pound, which, it is alleged, was about 75 per cent. adulterated with oats, hulls and other impurities. About 400 pounds of the mixture was confiscated.

A PATRIOTIC OFFER.

In the works of the Cowan Company, Limited, manufacturers of chocolate and cocoa, Toronto, the following notice to employees has been exhibited: "To all in our employ who enlist for service abroad we agree to pay the full wages of married men from the time they leave Canada until their return. To pay half-wages to unmarried men from the time they leave Canada until they return."



EXHIBITION VISITORS



Mr. Grocer:—

We extend a cordial invitation to yourself and friends to visit our exhibit at the Canadian National Exhibition.

We ask you to kindly make yourself known. Our city offices are conveniently located at 1401-2-3 Royal Bank Bldg., King and Yonge Streets. Make these offices your headquarters.

We want your *clerks* to come in and see us.

You will be interested in our demonstration of *"Tillson's Scotch Health Bran,"* which has become so favorably known.

Look for us in the Manufacturers' Bldg.

Faithfully yours,

Canadian Cereal & Flour Mills Limited
TORONTO

MANUFACTURERS OF

Tillson's Rolled Oats
Tillson's Fine Cut Oatmeal
Rainbow and **Gold Seal Flour**

WE SOLICIT EXPORT BUSINESS

Cable Address: "Cancereal," Toronto





We Are Exhibiting

in the Manufacturers' Building, Canadian National Exhibition.

Call and see our display of

Cook's Gem Baking Powder

We have a product and proposition that will interest you.

MacLaren Baking Powder Company, Limited

41-45 Lombard St.
TORONTO

They Need It in the Kitchen, Pantry, Bedroom and Clothes Closet



Therefore it belongs to the Grocery Trade, along with soap, ammonia and lye.

Keating's Powder Kills Bugs

Sold only in sealed and wrapped tins, a universal insecticide, but poisonous only to insect life.

Made by Thomas Keating, London, Eng.

Sole Agents in Canada **Harold F. Ritchie Co., Limited,** 10-12-14 McCaul St., Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weigbt 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weigbt 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lh. Tins, 1 doz. to case, weigbt 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lh.	11.60	11.35
3-lh.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will he allowed.

BLUE.

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by Tbe Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. Ali same price, one size or assorted.

UN-NUMBERED.

100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and eacb conpon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weigbt 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weigbt 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

	Per doz.
Aylmer Pure Jams, 16 oz. Jars Strawberry, 1914 pack	$2 20
Raspberry, red, beavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peacbes	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 16
Raspberry and gooseberry..	2 10
Rsspberry and gooseberry..	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black cnrrant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz...	2 40
Perfection, ¼-lb. tins, doz...	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, wbite, pink, lemon, orange, maple, almond, cocoannt, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Cbocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medaillons, 5-lh. boxes	0 33
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Cbocolate wafers, No. 2, 5-lb. boxes	0 27



There's More Profit in KNOX GELATINE for You

Knox Gelatine pays you a splendid profit per package and sells faster than you can sell any other gelatine. Every grocer we have ever asked about it has made this report to us. Just now, when fruits are in season and so many delicious desserts can be made with *Knox Gelatine,* you can increase your sales tenfold and make a handsome profit by making a little extra effort on *Knox Gelatine.* Display it—talk it—tell your clerks to talk it—you know how to push its sale; we're just giving you the hint that now is the time to make a special effort.

CHARLES B. KNOX CO., Inc., JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

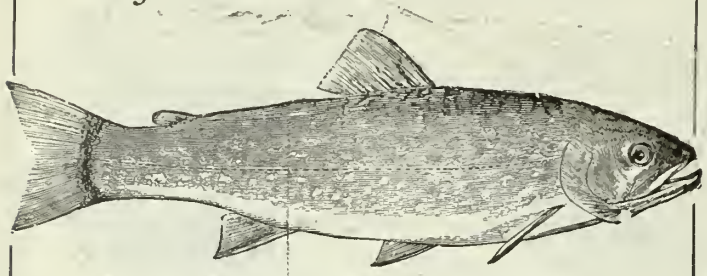
Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

Caught in Canadian Waters by Canadian Fishermen



Processed and Packed by Canadians.

Transported by Canadian Companies.

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand ¼ Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.



Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

	Whol.	Ret.
1s, ⅛s, B. or G.	0 25	0 30
1s, ⅙s, B. or G.	0 32	0 40
1s, ¼s, B. or G.	0 34	0 45
1s, ½s, B. or G.	0 37	0 50

Coffees packed 30-50 lb. cases.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs.	$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
1½-oz. (4 doz. case), weight 9 lbs., retail each 15c	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	47 00
Half gallons, each, retail each $18	14 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ⅛s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ⅛s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ⅛s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ⅛s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ⅛s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ⅛s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ⅛s, $1.90.

Sliced Smoked Beef, tins, ⅛s $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet **BROOMS** on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

WalterWoods & Co.
HAMILTON

Preserving Fruits

Remember that we are very large receivers of

Home-Grown Fruits and Vegetables

Handling the output of some of our largest growers.

Peaches, Plums, Pears, Etc.,

will be in heavy supply from now on and we solicit your orders.

AND add your other order for

Oranges, Lemons, Bananas and California Fruits.

White & Co., Limited
TORONTO
Wholesale Fruits.

The Erie Co-Operative Co., Limited
of Leamington, Ontario

offer to the trade this week their own grown

	Bskt.	Lots 10	Lots 20 up
Tomatoes	11 qt.	26c	25c
Cucumbers	"	35c	32c
	Per 11 qt.	Lots of 5	Lots 10
Pickling Onions	80c	77c	75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

MELONS and PEACHES NEXT WEEK

Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

In addition to Government inspection, we have our own expert, whose entire time is given to inspecting our fruits and vegetables in the packing sheds.

If you are one of the leading dealers in your town, communicate with us.

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Hot!

Well yes. Now is the time your customers want Lemons. Have you got them? Are you making Hay while the Sun Shines?

"St. Nicholas"
"Puck"
"Queen City"
"Kicking"

J. J. McCabe
Agent
TORONTO



"Hubby can't eat hot biscuits, so I

never bake them."

This is a common ailment with this variety of human being, and it spells the loss of a whole pile of profitable business for you.

If you can't get over the fence, go around it—just tell wifey how she can bake hot biscuits, cakes, etc., so that **Hubby can eat them** and not hold any grudge against her afterward.

Show her why White Swan Baking Powder is absolutely harmless, in fact it leaves a residue which is a healthful tissue-builder—**Phosphate of Soda.**

White Swan Baking Powder is made of Phosphate, Bi-carbonate of Soda, and Starch. Its use makes delicious, light baking and enables any one to eat hot biscuits, cakes, etc., without feeling bad after-effects.

Tell your customers this, we'll back you up, and your sales of Flour Shortening, Baking Powder, Eggs, Butter, and many other lines will increase.

Make a dead-set after this business right now. Remember your cue—White Swan Baking Powder.

Order from Jobber or direct.

White Swan Spices and Cereals, Ltd.

Toronto, Ont.

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

Domestic Fruits

We receive fresh consignments of the very finest quality every morning. Our prompt service will appeal to you if you try it. Let us have your orders.

Imported Fruits

Full line of all seasonable varieties in stock at all times, but we make a specialty of **Bananas.** We import only the best and have the most improved facilities for handling. Are you one of our satisfied customers? If not, order to-day.

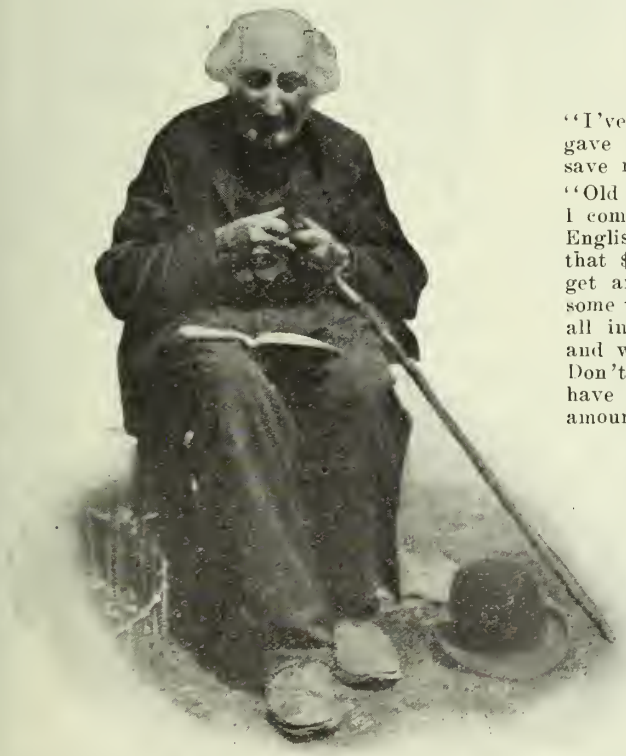
"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

No. 11

Canada's Pioneer Boy

(Canada's 105-year-old Pioneer)



The Old Jew's Advice

"I've often been going to give you the advice, lad, that an old Jew gave me one time. Now that you're complaining that you can't save money, I'll tell you."

"Old Abe, a well-known peddler, came into my shop one day, and I complained that I couldn't save money, so he says in his broken English: 'You got $10?' 'Sure I got $10, Abe,' says I. 'You take that $10, Joe and put it away so D—— tight you know how—you get another $1, you do the same, bye and bye you got $100, and some time it will grow to be $1,000. It's all in making up your mind to save and when you save it—keep it saved. Don't spend it. Don't wait until you have a big lot, but save the little amounts.' You don't need to cut out every little pleasure, such as a good smoke or chew or candies, if you like them, but forget about extravagant luxuries."

Tobacco, good tobacco, such as **King George's Navy** is not a luxury to a man, it's a real necessity, and every grocer should stock it and encourage the tobacco trade to come to his store.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg



Sell more bottled goods more easily

There's only one thing that keeps bottled goods on your shelves longer than is necessary—the lack of public confidence in their purity, quality and value.

But Anchor Caps have swept aside this lack of confidence, and changed a condition of moderate sales into one of increasing profits.

Anchor Caps have shown people how really delightful manufactured jams and other bottled goods can be. It brings them the true, natural flavor the maker intended, and preserves intact its wholesome deliciousness.

If you want to sell more bottled goods, more easily, get your jobber to have Anchor Caps put on all your bottled lines.

Insist on Anchor Caps to-day.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road — TORONTO, CANADA



HOW ABOUT PICKLES?

RELIANCE PICKLES ARE PACKED EXCLUSIVELY FOR US.

FRESH, CRISP VEGETABLES AND THE FINEST QUALITY VINEGAR COMBINE IN MAKING THESE CANADIAN PICKLES DISTINCTIVE IN VALUE AND FLAVOR.

PRICES ON APPLICATION.



HOT WEATHER IS JELLY POWDER WEATHER

NO SUMMER DESSERT SO APPETIZING AS JELLY — NO JELLY POWDER SO PURE OR RICH IN FLAVOR AS

Gold Standard

The Codville Company, Limited

Wholesale Grocers and Manufacturers

WINNIPEG BRANDON MOOSE JAW and SASKATOON



Soap that has earned such a measure of success and accomplishes its work so thoroughly and satisfactorily, is aptly called WONDERFUL SOAP.

By featuring it in your displays you will build up a speedy, safe and sure business. *Try it out to-day.*

Guelph Soap Co.
Guelph, Ont.



Get the Big Sales—

Sterling BRAND

Orangeade

is Bringing Hundreds of Other Grocers.

If you could see the way folk go after "Sterling" Orangeade—

If you could see the speed with which case after case is disposed of—

If you could see the large orders continually coming in for more and more "Sterling"—

You would quickly realize how easily you could dispose of a few cases right now.

Why wait until the summer is half over before you get your share of the big sales "Sterling" Orangeade will bring you? Get your jobber to supply you a few cases to-day.

T. A. Lytle & Co.
LIMITED

Sterling Road TORONTO

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

KEEP POSTED ON SUGAR
Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write
SMITH & SCHIPPER CO., 138 Front Street, New York

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CARD WRITER'S SUPPLIES
Send for Catalogue!

THE ART EMPORIUM
23 McGill College Ave., Montreal

A Want Ad in this paper will bring replies from all parts of Canada

BLACK JACK
QUICK CLEAN HANDY
¼-lb. tins—
3 doz. in case


TRY IT
SOLD BY ALL JOBBERS



Have No Hesitation
in recommending to your best customer
'Bluenose' Butter
It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.
SOLE PACKERS.
SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

WANTED

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good refrences. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

SITUATION WANTED BY EXPERIENCED grocery clerk with 12 years' experience. Expert show card writer and window trimmer. J. A. Unwin, 72 Windermere Avenue, Port Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

EXPERIENCED GROCERY AND PROVIsion salesman desires a position. Served my apprenticeship in the Old Country. Expert window dresser, card writer, etc. Could take over management of store if required. Write Box 108, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

ACTIVE PARTNER WANTED

Conversant with the grocery business, to invest $2,000 or more in manufacturers' agency conducting a jobbing grocery and confectionery business. Present business has been conducted as a limited company for the last four years. Partner preferred who has ability to look after office end of business. Advertiser to look after selling end. Present business located in a growing community of 60,000 people. Correspondence solicited from those who mean business only.

Address Box 106, Canadian Grocer, Toronto.

RASPBERRIES

Cuthbert (Canning)

DIRECT FROM THE FARM

Write for prices

W. F. GIBSON, Vineland Sta.

Phone 5 R 5, Jordan Sta.

A SEED DEPARTMENT

will add to your profits

Kelway Langport England

grow and sell

SEEDS OF ALL KINDS

for Traders

Write to the actual wholesale growers for rock-bottom prices and illustrated catalogue.

Buy well ahead to secure

LOWEST PRICES.

WRITE TO-DAY

The Grand Prize

AT THE

PANAMA-PACIFIC EXPOSITION San Francisco 1915



Registered Trade-Mark

HAS BEEN AWARDED TO

Walter Baker & Co., Limited

for the superiority and excellence of their

Cocoa and Chocolate Preparations

55 Highest Awards at the Leading Fairs and Expositions in Europe and America.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

MAPLEINE

The Master Flavor, rich and mellow.



Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED, LONDON, ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

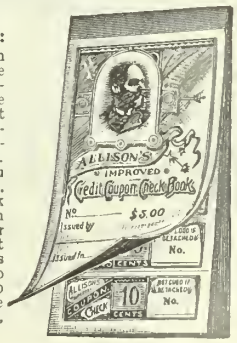
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass hooks, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY

Indianapolis, Indiana, U.S.A.

WAGSTAFFE'S

Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
of the concern of 1,500,000 lbs.
of Strawberry Jam alone

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
Anchor Cap & Closure Corp. 50
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Art Emporium 52
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker & Co. 53
Balfour-Smye & Co. 12
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Bordeu Milk Co. 3

C

Canada Carriage Co. 6
Canada Sugar Co. 56
Canadian Cereal & Flour Mills Co. 41
Canadian Salt Co. 8
Chase & Sanborn 4
Church & Dwight 14
Clark, Ltd., W. 7
Classified Condensed Ads. ... 53
Codville Company 17
Coles Mfg. Co. 19
Comte & Cie. 52
Connors Bros. 44
Crescent Mfg. Co. 53
Crothers Company, W. J..... 56

D

Dominion Canners 5
Dominion Register Co. 15
Duncan & Co. 10

E

Eckardt, H. P., & Co. 47
Erie Co-operative Co. 45
Escott & Co., W. H. 16
Estabrooks Co., T. H. 17
Eureka Refrigerator Co. 19

F

Fearman, F. W., Co. 48
Freeman Co., W. A. 8
Furnivall-New 8

G

Gibson, W. T. 53
Guelph Soap Co. 51

H

Hamilton Cotton Co. 12
Hargreaves (Canada), Ltd... 9
Heintz Co. 11
Hillock & Co. 6
Horne, Harry, Co. 16

I

Irish Grocer 52

K

Keating Co. 42
Kelway & Sons 53
Knox Co., Inc. 43

L

Lambe & Co., W. G. A..... 16
Laporte, Martin, Limited .. 55
Leeuw, Henri de 16
Lemon Bros. 45
Lindners, Limited 10
Lytle & Co. 51

M

MacLaren Baking Powder Co. 42
MacLean's Magazine 18
MacNab, T. A., & Co. 16
Magor, Son, & Co. 20
Malcolm's Condensing Co.... 43
McAuley, W. J. 16
McCabe, J. J. 45
McVitie & Price 9
Measam, George E. 16
Meyer & Company .....
Inside front cover
Millman, W. H., Sons 16
Minto Bros. 15

N

National Licorice Co. 14
Niagara Fruit Growers 12
Nickel Stove Polish Co.....

O

Oakey & Sons, John 53
Oval Wood Dish Mfg. Co...
Back cover

P

Patrick & Co., W. G..... 16
Pennock, H. P., Co., Ltd.... 16

R

Rathbun Match Co..Front cover
Robinson & Co., O. E..... 52
Rock City Tobacco Co..... 49

S

Salada 19
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Proctor 52
Smith & Son, E. D. 11
Smith & Schipper 52
Star Egg Carrier Co. 20
Stevens-Hepner Co. 8
Stirling & Young 16
St. Lawrence Sugar Refining 13
Symington & Co. 13

T

Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited .....
Inside back cover

U

Upton Co., T. 49

W

Waddell, Limited 14
Wagstaffe, Limited 54
Walker, Hugh, & Son 49
Warren Bros. & Co. 11
Watson & Truesdale 16
Wellington Mills 53
Western Canada Flour Mills 4
Western Salt Co. 51
White & Co. 45
White, Cottell & Co. .....
Inside back cover
White Swan Co. 46
Wiley, Frank H. 16
Woods & Co., Walter 45

Buy Shrewdly

See that you purchase dependable merchandise and only that which you can turn quickly. Money is made on turnovers, and lost on leftovers.

We make it a point to sell a customer what he needs and no more. We prefer to have him say to our traveller: "I am sorry, John, but I ran out of your *"VICTORIA"* Canned Tomatoes and Peas, so I had to buy from *So and So,"* than have him say: "No, nothing to-day, I am stocked to the ceiling."

To work in constant co-operation with the retailer for our mutual welfare, is our sole aim.

Laporte, Martin, Limitée

Wholesale Grocers

584 St. Paul West, Montreal

There is Certainty in every Package of

Redpath

Extra Granulated SUGAR

Certainty that the sugar will be absolutely pure—that the granulation will be uniform and right—that the color will show to advantage in comparison with any other sugar.

Certainty that the REDPATH Cartons and Bags, ranging from 2 to 100 pounds, will meet all calls without breaking bulk and wasting time.

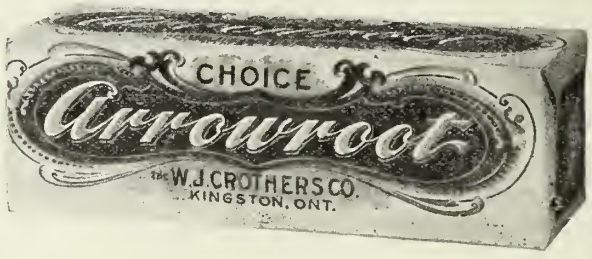
Certainty that the sugar will reach your customers in perfect condition, and give complete satisfaction.

Certainty that is based on 60 years of acknowledged leadership in Canadian sugar refining—for REDPATH has been Canada's favorite sugar since 1854.

Canada Sugar Refining Co., Limited, Montreal

Canada's Quality Biscuits

Made right
Baked right
Packed right
Always right



They go to the table fresh from the ovens

Crothers' Fancy Biscuits

Crothers' biscuits are the choice of discriminating palates because of their fresh crispness, their rich, delicious flavor.

Our exceptional facilities allow no mid-way quality to creep into Crothers' biscuits: every biscuit is of the same high quality as its predecessors. Uniformity is the key-note.

Order a stock of Crothers' Fancy Biscuits and Meadow Cream Sodas for Fall Selling.

The W. J. Crothers Company
KINGSTON, ONT.

Orinoco



Tobacco

"Orinoco" is a big favorite with them all

For a nice medium strength smoke that is satisfying, full-flavored and rich, there is none that compares with "Orinoco."

Its fine fragrance is a token of its real tobacco goodness.

All Tuckett's tobaccos make a strong appeal to your men customers—very few real tobacco users do not use and appreciate them.

Why not stock a few lines and let your customers know you keep them? Suggest to your trade that the tobacco order be included in the weekly grocery list.

Order your stock from the wholesaler.

TUCKETT LIMITED, Hamilton, Ontario

White MALT

CANADIAN AGENTS

Ruttan, Alderson & Lound, Ltd.
Winnipeg

L. A. Gastonquay,
60 Bedford Row, Halifax, N.S.

Nelson, Shakespeare,
Watkins, Ltd.
Vancouver, B.C.

Cottell's VINEGAR

¶ Is the Vinegar to build up a permanent, increasing and profitable trade.
¶ Its delicious flavour and aroma distinguish it from all others.
¶ It is equally good for pickling, salads and table use.
¶ It is guaranteed full strength,

In short, it is the Vinegar which will pay you best to handle.

Write for sample and quotation.

WHITE, COTTELL & CO., - CAMBERWELL, LONDON, ENG.



Remember the name

Insist on

Riteshapes

CANADIAN GROCER

VOL. XXIX TORONTO, AUGUST 27, 1915 No. 35

Maple Sugar and Syrup Situation

Large Supplies of Sugar Almost Impossible to Procure — Dealers Holding Small Quantities for Their Customers—Big Demand From U.S. Expected Next Year—Advance in Syrup Prices of 10 Per Cent.

ONE of the largest manufacturers of maple sugar in Canada states that, apart from small quantities being held by manufacturers for their own customers, there is none to be had in this country. This state of affairs was only realized a few weeks ago, when representatives of American tobacco and corn products' companies visited those who had a few carloads, and bought them out at comparatively high prices. The situation became so acute, those who had stocks decided to hold on to them in order to protect their customers.

Two causes are attributed to the present scarcity of maple sugar; first, the operation of the pure food law, which came into effect this year, and made mixtures of any maple products illegal where the name "maple" was used, and second the small crop. The scarcity came more or less as a surprise to many, as maple sugar is a product that can safely be termed a luxury in war times. Had the crop been a heavy one, it is believed that maple sugar would have sold this year for less than white sugar. As it happens, record prices are being secured, and the stuff is almost unprocurable.

A One-Third Crop.

A dealer in the west, who wrote to a Montreal house for four barrels of Beauce sugar, received a reply from him to the following effect:

"Before shipping, we wish to write you a few lines regarding market conditions. The crop this year, as you are probably aware, did not amount to much more than a third of what it was a year ago. The demand for the soldiers at the front has had a tendency to make it even scarcer. At present we do not know where to buy it, and are asking 12c. per lb. for what we have in stock. We were nearly cleaned out, but have retained a small amount for the benefit of our old customers, and are able to offer you four barrels at the above price. We do not expect you will be able to buy for less than 15c. in a short time. Wire us whether to ship at this figure."

The effect of the pure food legislation recently introduced has been to put a lot of the black maple sugar, made under more or less primitive surroundings by the farmers, off the market. After much of this stuff had been confiscated by the government, many farmers, feeling the pinch, complained to the Quebec Provincial Government. A cabinet minister recently made inquiries as to whether the new law is not too strict as regards the making of maple sugar and syrup. Another effect of the law has been to cut down the number of manufacturers considerably, especially those who were making a compound or mixture.

Much of the inferior maple sugar made by the farmers of Quebec under the old conditions, was bought by manufacturers of tobacco, candy, etc., and with a new standard in force, a small crop, and many of the farmers unprepared to turn out stuff to standard, there had been an unprecedented demand for the better class stuff, resulting in the present scarcity.

Syrup Firm, But Not Acute.

The situation regarding maple syrup, while not so acute, is worthy of consideration. One of the largest manufacturers in Canada raised his price ten per cent. last month; he explains, however, that this advance was intended to make up for the higher prices he had to pay in the Spring for the raw material, and to prepare the consumer for what will undoubtedly take place next spring. He states that his present stock amounts to about 25,000 gallons, which will keep his customers going over winter, unless a demand springs up from other sources.

On May 1, next year, the duty of 3c. per lb. on maple sugar and syrup exported from this country to the United States, disappears. Manufacturers on this side confidently expect that this will mean a bigger demand from the U.S., and higher prices. At any rate, preparations are being made to increase the output next year, and more manufacturers are expected to be in the field. If more is made, it is argued that the public will eat more.

"Maple syrup is the best paying crop on the farm," is an assertion made by a well known dealer. There is perhaps one exception, that of bees, in which case the honey is often brought from another man's farm. The maple tree stands on a-dollar-per-acre land, and it

(Continued on page 20.)

COULDN'T SUPPLY CARLOAD.

A Western Canada firm of manufacturers' agents wrote Canadian Grocer recently asking to be put in touch with Eastern firms who could quote them a price on a carload of maple sugar. One large manufacturer in the East stated that while his firm had several carloads of maple sugar on hand, yet they would not care to sell anybody more than 5,000 lbs. Their contention is that they prefer to keep this sugar to distribute among their former friends. The same firm doubted very much if it would be possible for anyone to pick up a carload of sugar in Canada to-day, as the original block sugar made by the farmers is practically now in the hands of the large dealers in the United States. Evidently the wholesale and retail trade should look to their supplies of maple sugar.

Molasses of Various Grades

Analysis of 140 Samples Collected in Canada Indicate Wide Difference in Quality — What Black Strap is and is it Suitable For Human Consumption? — Some Informative Facts.

AN interesting bulletin was recently issued from the Inland Revenue Department at Ottawa, dealing with 140 samples of molasses purchased by inspectors of the department in various parts of Canada. There are up to the present time no set standards laid down for molasses and the chief analyst points out that the recent inspection appears to show that the term has no very definite signification for the consuming public. He further points out that no complaints have been received from consumers, although the character of the article as evidenced by his reports is extremely variable. For instance the contents of total solids vary from above 80 to less than 70 per cent. Reducing sugars vary from 37 to less than 10 per cent. Cane sugar from 54 to less than 20 per cent. and ash or mineral matter from about 9 to less than 1 per cent.

Are these Charges True?

Apart from the consuming public some complaints have been received concerning molasses from outside sources and the charge has been made that an article not considered fit for human consumption at the place of its production is supplied to the public of Canada. The following statement made to the Commissioner of Trade and Commerce, by a high authority in Barbados, is particularly interesting in this regard:

"That 'black strap' molasses is not fit for human food and it seems to me that the Canadian Government should let the people know what they are buying as syrup or molasses. Nearly every civilized country now has its pure food laws and I think the Canadian Government should compel those manufacturers who treat 'black strap' molasses in such a way as to give it the appearance of high grade syrup to so mark their product that any purchaser will know what he is getting. I am sure that if Canadians in general knew the nature of the 'black strap' molasses they would not think it fit for human food. I understand that even the working classes in Canada insist upon having the highest quality of meat and even the choicest cuts. Why then should they be willing to buy molasses and syrup which at best is fit for nothing but cattle food? We in Barbados are very careful to prevent inferior molasses being exported as high-grade and we have very strict laws to prevent the mixing of molasses. I may call your attention to the Molasses Mixing Prohibition Act enacted by the Governor, Council and Assembly of Barbados in 1912 which provided that any one responsible for mixing fancy or muscovado molasses with vacuum pan molasses with intent that the same may be sold or exported in that state or anyone who sells or exports any fancy or muscovado molasses so mixed shall be liable to a penalty not exceeding one hundred pounds for the first offence and for the second or any subsequent offence shall be liable on summary conviction to be imprisoned for a period not exceeding six months with or without hard labor. Any person who sells or exports any vacuum pan molasses in any package not branded or marked in a legible and conspicuous manner 'V.P. Molasses' is liable to a penalty not exceeding fifty pounds. It is provided that all penalties imposed by this Act shall be recovered in a summary manner before a police magistrate on the complaint of any person and shall be paid one-third to the complainant, one-third to the informer if any other than the complainant, and the residue into the public treasury to the credit of the general revenue. The informer's share is paid to the Inspector General of Police if the Inspector General of Police states in writing that there is an informer who does not desire his name to be disclosed. If the Canadian Government were equally careful to prevent the mixing of molasses and the sale of inferior grades of molasses and syrups however manufactured except when marked in such a way that the purchaser would know exactly what he is getting I believe that we could easily find a market in Canada for all the muscovado molasses and cane syrup we can produce in Barbados."

Analyst Thinks Different.

After making the analysis the Chief Analyst has come to the conclusion that the results do not furnish any evidence which would stamp the article sold in Canada as being in any way harmful to the health of the consumer. Examination of the ash for heavy metals, lead, zinc, etc., fails, he says, to reveal these in more than harmless and negligible traces. The presence of sulphurous acid, used as a bleaching agent, is usually declared on the label and is not present in amounts that can be regarded as injurious to health. Nevertheless, he declared it to be true from the aesthetic point of view, as well as in regard to nutrient values the samples reported on represent very different food substances which in all fairness to the consumer, as well as to the producer, should bear distinguishing names. It is impossible, he adds, for his department to dictate the use of language, and it may be well to enquire as to the meaning of the word "molasses" as used in commerce. The following explanation in part is quoted from Wiley's "Foods and their adulteration":

What Molasses Is.

"The term 'molasses' is properly applied to the saccharine product which is separated from sugar in the process of manufacture. It is well to clearly discriminate in the use of the term in order that no confusion or misunderstanding may arise. To this end the terms 'syrup' and 'molasses' may be contrasted. A syrup is the direct product of the evaporation of the juice of a sugar-yielding plant or tree without the removal of any of the sugar. The term molasses applies to the same process with the exception of the fact that sugar has been removed at least partially by crystallization and some kind of mechanical separation of the crystals from the remaining liquid. Molasses, therefore, to use a term employed in chemistry, may be considered the 'mother liquid' which has produced the crystallization of the sugar. The production of molasses has already been sufficiently described in the article on sugar making. The molasses is either separated by gravitation as in the old style of drying sugar or, as at the present time, almost exclusively by centrifugal action. The molasses naturally contains the substances in solution or suspension which are not retained upon the gauze of the centrifugal. It differs from the total mass of evaporated sugar liquid only in the fact that a large portion of the sucrose or crystallizable sugar has been separated. The sugar juices of the cane and sorghum contain considerable quantities of sugar of a kind different from sucrose or common sugar, namely, an invert sugar, a 'reducing sugar,' as it is called, which consists usually of about equal parts of dextrose and levulose. During the process of manufacture small portions of the sucrose are converted into sugar of

(Continued on page 47.)

Catching and Curing the Cod

How This Lordly Fish is Gone After From the Picturesque Shores of Newfoundland—70,000 Out of a Total Population of 240,000 Are Fisher Folk—Many Weeks Away From Home—Dangers on the Grand Banks.

Written for Canadian Grocer by BEN BUGDEN.



Fishing scenes from Newfoundland. Left to right: "Washing out Codfish," "A Fishing Schooner," "A Bluff Headland," and "Codfish Drying near Grand Bank."

WERE you to visit Newfoundland, particularly St. John's, the leading mart of the country, during the closing weeks of May and opening weeks of June, you would be impressed by the crowds of men and women hustling here and there, carrying all kinds of parcels, visiting provision, grocery, hardware, and millinery stores, and even banks. For at this time the fishing season for another year is about to commence, and the people are being outfitted by their merchants. You will further notice that large numbers of crafts, large and small, gathered there from the outports, so fill the harbor that accommodation is at a premium, while at the entrance scores can be seen entering and departing for their destinations.

While this is true of St. John's, it also holds true of the numerous bays, harbors, coves and creeks indenting the island, and the clink of the caulking iron, the odor of boiling pitch and bark, essential in the preparation of craft and equipment for the pursuit, successful or otherwise, of the colony's great industry—the capture and curing of Codfish—are everywhere predominant.

A Great Fishing Centre.

The country is first and foremost a great fishing centre, and as a producer of this "finny" food stands out prominently in the markets of the world. Her other industries pale into insignificance beside it. It is her great staple business, into which 70,000 (including females) of her population of 240,000 inhabitants cast their lot each year. It yields an extraordinary percentage of the total exports. It is the chief occupation of the common people, although men, grown rich in the business, still cling tenaciously to collecting and exporting. To Newfoundland and her people it is what the growing of wheat and raising of cattle is to the Canadian—their country's most natural way of offering them a means whereby to make a livelihood.

Her vast bays, innumerable harbors, coves and creeks, into which pour during summer time the cold currents of the North Atlantic Ocean, seem to invite, or, perhaps, are rather sought out, by the luscious cod, which are not infrequently found in large schools around the entire coast. This fishery is much more extensive than that of France, Norway, the United States or Canada, the average annual catch being about 1,500,000 quintals, aggregating in dollars and cents upwards of three times the total Customs revenue of the country—$8,000,000. The leading markets for this food are Greece, Italy, Spain and Portugal, while Canada and the United States are customers also.

On the Coast of Labrador.

The shallow waters off the Labrador coast are famous as fish resorts, and it is here for three months of summer that 15,000 Newfoundland folk—men, women and children—migrate for the catching and curing of this product. Some 450 schooners convey those men, their wives and families to their desired transitory allocations along this rough, barren, yet picturesque land, so diversifying the number that only from two to three families occupy a harbor, cove or creek.

On arrival, the men set the traps—huge square contraptions of twine—into which the cod easily finds its way, but must await deliverance from the hands of the fisherman. This takes place twice daily—at sunrise and at sunset. The catch, large or small, is taken to shore and made ready for curing by removing the head, intestines and large bone at the back. It is then washed and placed in bulk, tier upon tier, well covered with salt. A few days in this position, during which the salt has penetrated well into the fish, guaranteeing a safe cure, providing weather conditions are favorable, and it is again removed and washed, this time being placed in single line on platforms or flakes immediately under the rays of the sun. A few hours each day for a few days and the "cure" is complete. It is then stored and in a short time put on board vessel, either for some European market direct or for St. John's, to be delivered later at the merchant's convenience. Most of the work, other than the handling of the traps, is executed by women and girls. The return home is made about the end of October.

The Grand Banks Fishery.

Some sixty miles from the shores of Terra Nova, and extending south from Labrador 1,000 miles, is that shallow water known as the Grand Banks. The depth of water varies from 30 to 60 fathoms, and at times, frequently we might say, is very rough—caused by a short cross sea at a sudden veering of the wind. This necessitates the staunchest of vessels and equipment, to say nothing of stalwart and brave men, as on many occasions the few fathoms of water covering the Virgin Rocks have been known to so roll back during stormy weather as to leave them exposed for a brief period. Cables, not chains, are used to anchor these vessels, as chains would cut into the prow,

and in cases of danger, which not infrequently arise, a cable is more readily separated by a blow from an axe than is a chain. In men, each vessel carries a complement of 18 to 20, and the return voyages are made every six to eight weeks, although the season opens in April and closes in October. There are no traps or seines used here, as is the case of Labrador, but lines are used instead, with the same specific end —the allurement and capture of the lordly cod. The fishing is done, not in the vessel itself, but in dories, strong but light flat-bottomed boats, commanded by two men, whose duty it is to set the lines, let them stay over night and examine them next morning. These lines are miniature cables, on which are placed suds (short lines a fathom long), a fathom apart, attached to which is a hook covered with some small fish as bait.

The ship has been described as a great hen harboring a flock of chickens, the men returning to her at evenings to clean and stow their catch and snatch a few hours badly-needed rest. This work goes on week after week, despite the attendant great danger of being rammed by some monstrous ocean greyhound speeding through thick fog when no great distance of water is visible to the eye and little or no warning is otherwise to be bad. On coming to land, the cargo is discharged with despatch, bait fish is sought, and as soon as secured they again take up their position as before. In some cases large draughts are made during a season, the whole, however, usually meeting with ready disposal at fair prices.

The Shore Fishery.

In the shore fishery we have the principal branch of this great industry. Being prosecuted direct from the homes of the toilers in the island, it is termed the "shore" fishery. The entire seaboard of 1,500 miles or more is affected by it, having as participants 90 per cent. of the male populace, irrespective of age. This branch might be sub-divided into three classes—hook-and-line, trap and seine, and bultow men. The hook-and-line man frequents the local grounds, very often making many shifts during the day. He seldom is away from home over-night, although he is often compelled through stress of business, or lack of it, to retire late and rise early. The same applies to the trap and seine fishermen, but with the bultow men it is different. They fish along lines very similar to those followed on the Grand Banks, and in their staunch smacks, with a crew of seldom more than two, venture far out into the bays to seek their prey, making weekly or semi-weekly returns to port. Their method of fishing is by bultow, very long lines, to which are attached shorter lines, bearing hooks. These are anchored and flagged on one end and then stretched out, say, 200 yards, in an opposite direction, when another anchor is lowered, serving both to hold the boat and the bultow. In this way alternate visits are made by the men from one end to the other, removing any fish that might be on the line and resetting the line again for the return trip, etc., etc. The fish taken in those deep waters are invariably very large and considered of fine quality, equalling those secured by the hook-and-line men in the barbors, which are of a much smaller size. The preparations for curing and the curing itself are done the same way here as on Labrador. And so the seasons go round.

Speaking from experience re the hook-and-line fishing, let me say that to anyone possessing good health, with plenty of work to keep him busy, and having no objection to a little unsavoury odor—a condition which is inevitable where decomposing refuse must lie around while more important work is being attended to, it is a pleasant and profitable employment, as is witnessed every year by the numbers of tradesmen, business, professional men, and others who take a hand in it, even though it be fraught with attendant poor results to them.

War Tax Rulings

Ottawa R. G. Association Hears From Finance Department re Specific Lines About Which Some Doubt Was Expressed.

SOME few weeks ago correspondence in regard to war tax stamps on such goods as Bovril, Oxo-cubes, etc., appeared in Canadian Grocer. This was received from the Ottawa Retail Grocers Association through the secretary N. Hurteau. Samples were sent to the Finance Department for their official consideration and decision.

Following is the correspondence:

Editor Canadian Grocer:

Dear Sir.—Since writing you some time ago on the question of war tax on different goods such as Bovril, Oxo-Cubes, etc., I might state that I have received a letter advising me as to results of analysis. I take much pleasure in enclosing exact copy of the letter that I received from The Finance Department. Hoping you will publish the above in your next issue of Canadian Grocer.

N. Hurteau, Secretary, R.G.A.

Ottawa, Ont., Aug. 20th, 1915.

The Department's Answer.

N. Hurteau, Esq.,
Secretary, Ottawa, R.G.A.

Dear Sir.—I have the honor to acknowledge receipt of your letter of the 30th ultimo, addressed to the Assistant Deputy Minister of this department, submitting samples of Bovril, Bovril-Cordial, Fluid Beef and Oxo-Cubes for a ruling as to whether the provisions of the Special War Revenue Act, 1915, will be applicable thereto.

In reply, I may state that the samples submitted do not appear to be proprietary or patent medicines within the meaning of the Act, inasmuch as they are not recommended as remedies or specifics for any disease whatsoever affecting the human or animal body and, therefore the provisions of that Act will not be applicable thereto.

R. W. Breadour,
Tariff Officer.

Ottawa, Aug. 15th.

This will be valuable information for merchants who haven't the same facilities for getting such decisions as have the Ottawa grocers who are on the ground.

MAPLE SUGAR AND SYRUP SITUATION.

(Continued from page 17.)

is the only crop that is secured simply by harvesting. There is no cultivation, no seeding, and it is the only crop that will realize money within two days after being gathered.

It is believed in Montreal, that the present high prices will prevail until the first shipment of new crop is away next spring. If there is a big crop, prices will either remain as they are, or drop. Some people believe they will remain high, as all other sugars are high.

LONDON GROCERS PICNIC.

The London Ontario Retail Grocers Association will hold their annual picnic at Springbank Park on Wednesday afternoon, Sept. 1st. Their excursion to Detroit is an outing, but the picnic is for games, sports, etc., a meeting was held at their hall, Tuesday evening Aug. 24th, to make final arrangements for same, committees were named to assist president Eedy and secretary Harley. Springbank Park has all sorts of Coney Island amusements now, such as a roller coaster, merry-go-round, dance hall, ocean wave, etc.

Saturday Made Special Fruit Day

Special Banana, Orange, Etc., Day Brings Increased Revenue to Grocery Department of Large Summerside, P.E.I., Store—More Than 16 Crates Bananas Sold on One Saturday —Special Displays and Advertising.

Written for Canadian Grocer by Staff Correspondent.

THERE are few, if any, larger department stores in the Maritime Provinces than that of R. T. Holman Limited, Summerside, P.E.I.

The annual turnover is over one million dollars and the grocery department is one of the most productive. This department has been worked up to a high state of efficiency and sales have been increased many times in particular lines by the introduction of novel selling plans.

The power of advertising and display is shown in a remarkable way in its increased sales in the fruit and candy lines which are bringing in a big revenue.

A Big Banana Day.

Early in the spring of this year, Saturday was made a special fruit day such as Banana Day. On Friday circulars were sent out to all town people and an advertisement inserted in the Friday and Saturday issues of the papers to catch the farm trade. One campaign, for instance, featured the Banana Day. Coupling with this every possible display is given to bananas in the store. Instead of having one or two stocks hanging near the door, one is hung over every counter, a couple in the window, a couple outside and in fact it is made impossible for the customer to turn around without seeing bananas. This not only helped to make sales but facilitates handling.

Clerks are all instructed to suggest bananas to customers. The result of this was beyond all expectations. Ordinarily about 2½ crates of bananas a day had been sold and about 5 on Saturdays. The first day this plan was carried out the firms put in a stock of 16 crates thinking it more than sufficient. These 16 crates were sold out entirely before 6 o'clock. One good result of a large sale like this is that in warm weather it helps considerably in cleaning up stocks and preventing losses.

Works With Other Fruits Too.

The same idea was followed out with oranges and pineapples, bringing them on each Saturday in rotation. They were equally successful in all 3 lines.

The regular staff of the Holman grocery department consists of twelve. Since these special Saturday sales have been introduced and advertised the Saturday staff has been increased to eighteen.



One view of the grocery department of R. T. Holman, Limited, Summerside, P.E.I. This store turns over more than a million a year.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, AUGUST 27, 1915 No. 35

Good Profits From Peach Week

RECENTLY the retail dealers of Chicago in conjunction with consumers put on what they called a "Peach Week" and according to reports it proved very successful. The result was that the consumption of peaches increased enormously, benefiting both the grocers and their customers. Owing to the great demand, many of the grocers sold out their stocks each day, although they had all been fortified with good supplies in anticipation of a big demand. Not only that but they profited by sales of fruit jars, paraffine, rubber rings and sugar for preserving purposes. It was estimated that approximately 150,000 bushels of peaches had been absorbed in four or five days.

In the United States there have of late years been a great number of these special days or weeks for the selling of particular articles, such as coffee, raisins, canned goods, peaches, etc. There ought to be a chance for the Canadian trade to do likewise, and not only make good money but advertise Canadian grown products more strongly among the people of Canada, as well as imported necessities which are not produced in this country.

An Analysis of Middlings

DURING the past year Shorts or Middlings have been the subject of an analysis on the part of the Inland Revenue Department at Ottawa. The result is contained in Bulletin No. 311 recently issued from that department. The Chief Analyst, A. McGill, has reported on 189 samples, purchased by the department's inspectors as shorts or middlings. Comparing the result with previous bulletins, issued since 1906, he points out that there is considerable variation in character in the article sold under these names.

In 1906 the late Chief Analyst advised legislation to define feeding stuffs and in 1909 the Commercial Feeding Stuffs Act became law. The extended frauds recognized in the manufacture and sale of cattle feed caused similar legislation to be enacted by most countries, and this legislation, like our own, generally recognizes two classes of feeds. First, there are those which on account of the origin in nature or in manufacture have a more or less constant composition and can be defined by fixing limiting values provided by Section 26 of the Adulteration Act. This class has been generally held to include bran, shorts, middlings and so-called chop feeds. Second, there are those manufactured according to a formula devised by the manufacturers and usually proprietary.

"This class of feed," points out the chief analyst, "has extremely variable characters, and the purchaser is entirely at the mercy of the manufacturers so far as concerns the value he gets for his money. Our present Act requires that such feed be sold only under the registration number granted by the Department of Inland Revenue. These are known on the market as registered stock feeds, in contradistinction to the first class, which may be sold without registration."

The limiting values fixed by Order in Council for shorts or middlings, were determined by analysis of a very large number of samples purchased under these names. Details will be found in Bulletins Nos. 116, 156, 191 and 231 and the conclusion was reached that Shorts and Middlings must be regarded as practically the same thing, and that the minimum value for an article sold as shorts or middlings should be as follows:

Protein	15 per cent.
Fat	4 per cent.
Fibre	8 per cent. (maximum.)

The result of the analysis shows that there were 170 samples genuine shorts or middlings. Twelve samples were passed as being feed, flours, etc., and three samples were genuine as to feed value, but contained noxious weed seed. Four samples were below the standard value.

Problems of the Maritimes

AT the Annual Meeting of the Maritime Board of Trade, held last week in Summerside, P.E.I., there were a number of important problems of particular interest to the provinces down by the sea discussed. A special representative of this paper was in attendance at this convention and a full report appears elsewhere in this issue.

Among the subjects on the slate were: Better Transportation Facilities; Freight Rates; More Trade with Cuba; A Better Knowledge of the Art of Agriculture and a Technical Education in Connection with Same; Military Training for Special Emergencies, and the question of Newfoundland joining in with the Dominion of Canada.

Among these the question of a Technical Education in Agriculture was no doubt one of the most important. At a time like the present, when there is so much waste occurring, and so much depending on production, it becomes incumbent upon us to exercise the art of production to the very highest extent. The more we can produce, the better will it be, not only for Canada, but for the British Empire as a whole. In regard to Newfoundland joining the Confederation of Canadian provinces, the convention was in hearty sympathy with the proposal. Of course the side of Newfoundland was not presented, the subject being merely suggested to determine what business men in the Maritime Provinces thought of the project. Those interested will find the discussion in this regard exceedingly interesting.

It will be seen from the address of the retiring president that business conditions in the Maritime Provinces have been splendidly sound during a year of war. The resources of the provinces of the East are many and varied, and the business men are careful. It is but natural, therefore, that a temporary depression would have little effect on their trade. Everyone will be glad to congratulate them on this advantageous feature.

Restoring Good Trade.

SINCE the beginning of the war there has been a marked falling off in business and it is only after a full war year that there is genuine indication of trade improvement. The big encouraging factor is the promise of record-breaking crops in the Canadian West. A significant circumstance is that in all branches of trade there were cancellations of advertising appropriations, with promises to resume advertising again under normal conditions. In looking back over the past year does it not appear obvious that one reason for the extremely lean business was the lack of adequate business promotion by means of advertising?

The newspapers, magazines, trade and class publications, have all borne witness to the curtailment of publicity—the oil of business.

Instead of being a measure of economy, discontinuing or seriously curtailing advertising has in reality hurt business in general and individual firms in particular.

It will not require very hard search to find concerns in all branches of trade who have had greater success in the past year of stress by reason of sticking to their advertising guns, than competitors showing less confidence and courage by cutting out their usual advertising. Naturally, even the former have not done so well as in the fat years, because of the general backwardness of trade, a condition, as previously intimated, fostered by the seriously reduced general advertising.

Mercantile concerns—manufacturing, wholesale and retail—should keep in mind the certain return of better times eventually, and that advertising done now will not only mitigate present trade conditions but bring further reward when trade again reaches high tide.

Take the case of a manufacturer; cessation of advertising entails danger of the firm's product falling into oblivion with the buying public.

New firms, which, notwithstanding the crisis, take a chance at advertising, appear and gain business which it will be hard for the old firms to recover in better times, because only by continuous publicity can satisfactory results be obtained.

Cancelled advertising has been the cause of idleness being enforced on many employees in business concerns of all kinds throughout the land. Others have had their wages reduced. Consequently the buying power of the people has become seriously impaired.

Pessimism has been rampant and now that the still small voice of optimism is singing of better times because of the good news from the West, it is to be earnestly hoped that commercial concerns generally will realize that by means of judicious advertising they can do valiant service in promoting public confidence and bringing back prosperity.

The Fall Fairs

WITHIN a few weeks annual fall fairs will be in full swing throughout Canada. War or no war the fall fairs are going to be held as usual. The Agricultural Societies Branch of the Ontario Department of Agriculture, Toronto, recently issued a list of Ontario towns and cities with dates, in which fall fairs will be held. The list included the names of places—and this is for one province alone. The man who does not visit a few of the "fall fairs" each year knows little of the enthusiasm or interest which exists at these annual gatherings. It is true that many of the country fairs are small in comparison with the fairs in the larger cities, but nevertheless, they are dear to the hearts of the farmer. Many of the farmers are members of the fair board and it is not uncommon at this season of the year for the hardware merchants to receive many visits from deputations asking for contributions of cash or merchandise to be used as prizes. To many merchants the solicitation of prizes from them appears unjust. On the other hand there are merchants who claim that they benefit by the contributions, and although as a general rule they do not get direct results, they claim that during the course of a year they are well repaid for the small amounts donated to the county or township fair. To dealers the only return they appear to get is the satisfaction of having their name appear on the fair programme. Whether the claims for donations are just or unjust is a question that must be decided by the merchant. The dealer should remember, however, that farmers as a general rule are very clannish and if the fair in which they take the greatest pride is slighted or overlooked by a merchant they are liable in some cases to take their trade to another store.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces.

The Standard Canning Co., St. Philomene, Que., has been incorporated.

Archibald Steeves of A. Steeves & Co., general merchant, Hillsborough, N.B., died recently.

Lachance & Lefebvre, grocers and provision dealers, Montreal, have registered.

Coleman Bros., grocers, St. John, N.B., are succeeded by Cheyne & Co.

Capt. Elworthy of Port Hastings, N.S., has bought the business of David O'Neill, Bridgewater, N.S., and will conduct a general ship supply and grocery store.

G. A. Beaulieu, grain broker, 114 Board of Trade Building, Montreal, has been appointed agent in the Provice of Quebec, for the Chisholm Milling Co., Toronto, manufacturers of Canuck products.

A. J. Williams, manager for Harrisons & Crossfield, Coristine Bldg., Montreal, who suffered a paralytic stroke some months ago, is still confined to his bed, and is making only slow progress towards recovery.

McVitie & Price have been given a Dominion charter to manufacture biscuits in Canada. The name of the company in this country will be McVitie & Price of Canada, Limited, and the head office will be Montreal.

The French Military Cross has been awarded on the battlefield to Francis Hooper, son of Mr. E. Hooper, grocer, of Montreal. Young Hooper left Montreal with the first contingent of French reservists. He arrived in France on September 5 and was accepted as a volunteer on September 10. He spent all Winter in the trenches.

Ontario.

Joseph Scandrett of Scandrett Bros., has recovered from his recent severe illness.

Barnet Watson has disposed of his general store business in Arkell, Ont., near Guelph, to Lindsay Gordon.

D. A. McCrimmon, assistant manager of Gilmour & Co., wholesale grocers, Brockville, Ont., was married recently to Miss F. Bresnau.

Alex. Black an employe of McLaren's Limited, Hamilton, Ont., has enlisted for oversea service with the 4th Field Battery. On leaving he was presented with a wrist watch, the manager Ald. Peebles making the presentation.

The weekly half holiday in Galt, Ont., would be extended through September. The movement to have the holiday extended was brought about by the fact that during July the rainy weather prevented the holidays being of much benefit.

Ald. David Spence, wholesale fruit merchant, Toronto, has resigned from the city council to contest with C. J. Doughty the post of fire commissioner.

President Eedy and Treasurer Tom Shaw of the London, Ont., R.G.A., have purchased pleasure motor cars.

Fred Heaslip of the Quaker Oats Company, Peterboro, Ont., on the eve of his departure for Saskatoon, where he will take up his residence, was presented with a club bag by his fellow employes. He has joined the Saskatoon staff of the company.

McCaskey Systems, Limited, has been granted a Federal charter to take over the business of the Dominion Register Co., which has been doing business in Canada for a number of years manufacturing account registers. Head office of this company is Toronto.

H. J. Hanwell, of the Marks, Clavet, Dobie Company, Limited, Port Arthur, Ont., has been informed that he is one of the winners in the Rice Leaders of the World Association window dressing contest and has received a check for $25. There are 463 prize winners in the contest for which thousands of entries were received. In addition to the prize an Award of Merit in recognition of his ability is now being prepared and will be sent to Mr. Hanwell immediately. This contest was advertised in Canadian Grocer.

CHANGES IN MOONEY BISCUIT STAFF.

S. J. Cook, who for the past 5 years has been Winnipeg manager of the Mooney Biscuit and Candy Co., Ltd., has recently been appointed to a more responsible position, which necessitated his removal to the company's head office in Montreal. On his departure he was the recipient of a handsome traveling bag and secretary, the gift of the office



ARTHUR MERRILL

management and selling staff and accompanied with a suitable address bearing the well wishes of all who had come in contact with him while in Winnipeg.

The duties of the Winnipeg and western management have fallen to Arthur Merrill who, for a number of years has filled the post of sales manager, at Winnipeg. He has been recently receiving many congratulations from his many friends in the retail and wholesale trade in the prairie province.

Western Canada.

W. P. Pinder, grocer, etc., Gleichen, Alta., has sold to W. J. Dodds.

J. Focht, general dealer, Burnside, Man., is succeeded by Nemetz Bros.

The Curry Grocery Co., Moose Jaw, Sask., has merged with the Moose Jaw Trading Co.

W. F. Piper, general merchant, Fleming, Sask., died recently following an operation for appendicitis.

The Canadian Credit Men's Association has completed arrangements for the opening of a branch at Edmonton, Alta., which will be worked in conjunction with and through the Calgary office. F. D. Fisher, who was secretary of the Calgary Board of Trade, and who was previously secretary of the Edmonton Jobbers' Association, which has been merged in the Canadian Credit Men's Trust Association, Limited, becomes the secretary of this latter organization.

AN IMPORTANT APPOINTMENT.

H. T. Meldrum, assistant general secretary of the Canadian Manufacturers' Association has been appointed by Sir Thos. Shaughnessy to represent the C. P. R. Purchasing Department in England in connection with war contracts.

G. E. Barbour Co., Limited

WHOLESALE GROCERS

Direct Tea Importers, Blenders & Packers, Coffee Roasters, Spice Grinders and Manufacturers of Extracts and Grocers' Specialties, Etc.

Branches: WOODSTOCK, N.B., AND ST. STEPHEN, N.B.

Head Office: North Market Wharf, St. John, N.B.

IMPORTERS AND DEALERS:

Sugar, Molasses, Fish, Flour, Provisions, Dried Fruits and Nuts, Staple and Fancy Groceries, Teas, Coffees, Spices.

WHOLESALE DISTRIBUTORS:

"GOLD BOND" Canned Goods
"Goodwillie's" Fruits in Glass
"Hartley's" Jams, Marmalade
"Lea's" Pickles, Mustards
"Welch's" Grape Juice
"King Oscar" Sardines
Dixie Jumbo Salted Peanuts
Ferrard Renaud's Macaroni
Price's Macaroni
Gaillard's Olive Oil
"Sunkist" Dried and Canned Fruits
"Thomas'" Hawaiian Pineapple
"Karo" Corn Syrup

MANUFACTURERS "ACORN BRAND"

Fruit Syrups, Flavoring Extracts, Baking Powder, Icings and Grocers' Specialties.

PROPRIETORS "KING COLE" TEA

It's the Steady Seller You Want to Feature









No use in handling goods of passing demand. Filling your shelves with foods that drag on and on is a poor way to make a fair profit. Get

Brunswick Brand Sea Foods

into your stock and know the good profit of a steady, increasing demand.

Know the popularity with which Brunswick Brand Sea Foods meet with in every locality. Know the hold they have on the housewife and the frequency with which they come back for more.

Brunswick Brand Fish are gathered only from the choicest feeding grounds in the Atlantic. Their wholesomeness receives an added goodness under the care of the Brunswick sanitary method.

End the loss of slow-moving lines to-day. Get your jobber to stock you the Brunswick Brand line without delay.

Six Speedy Sellers

¼ Oil Sardines
Finnan Haddies (oval and round tins)
Herring in Tomato Sauce
Kippered Herring
Clams
Scallops

ORDER NOW

Connors Bros., Limited

BLACK'S HARBOR, N.B.

TEA

TEA

RED CLOVER TEA

TEA

Retails in Lead Packages at 40, 45, 50 and 60c per lb., and costs the retailer 32, 35, 38 and 45c per lb. respectively.

We make Bulk Teas a specialty, 5, 10 or 20 lb. tins, half-chests or chests.

Cannot we ship you a sample order ?

CHAS. H. McDONALD & CO.

Direct Importers and Blenders

St. John, N.B.

MISTAKEN GROCERS

are those few, in some places, who fail to give

DR. JACKSON'S ROMAN MEAL

A PROMINENT DISPLAY

It's Positively One of the Big Sellers when displayed, and a constant repeater, because it is prescribed by doctors everywhere for

Indigestion and Constipation

which it

Positively Cures or "Money Back"

DR. JACKSON'S ROMAN MEAL NUGGETS The ready-cooked form, is being placed upon the market. Buy a sample case from your jobber. Show them they'll sell. They make an ideal breakfast, lunch or light supper with milk or cream. They are delicious in broths or soups.

They Are Carried in the Pocket or Handbag to office or shop, upon outing trips and at sports of all kinds. They may be eaten on the move. They are exceedingly nourishing, do not disorder digestion, relieve constipation or "money back" and are a great preventer of fatigue.

ROMAN MEAL COMPANY

Cawthra Avenue **West Toronto**



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

In our Classified Columns on page 59, there is almost sure to be a proposition which will interest you.

You should use our Condensed Ad. page for making your wants known. Whether it be a partner, clerk or salesman required, or a buyer for your business, or if you have bought a cheese-cutter or a showcase, etc., and want to sell your old one, you will find Canadian Grocer's Classified page most productive of replies.

CARVELL BROS.

WHOLESALE GROCERS, GENERAL AGENTS, PRODUCE DEALERS

Charlottetown, Prince Edward Island, Canada

AGENTS FOR:

Allan Line Steamship Company
Quebec Steamship Company
Pickford and Black Lines
Three Rivers Steamship Company
Acadia Coal Company
Canada Sugar Refining Company
Furness, Withy & Company, Limited

Write or wire for quotations on Oats, Potatoes, Hay, Eggs, Cheese, Butter.

Eggs (OUR SPECIALTY)

We are doing the largest Egg business in Canada east of Montreal. Our facilities for securing the cream of the Maritime production is such that our reputation has become established. We give unequalled service.

Write for prices.

WHOLESALE GROCERS **Auld Brothers, Limited,** Dealers in and Importers of EGGS and PRODUCE

CHARLOTTETOWN, PRINCE EDWARD ISLAND

Crosby Molasses Co., Limited

Dealers in all Grades of

Molasses

St. John, N.B.

FISH SEASON

Now Opening

Our line of Pickled Fish Products is rapidly being completed. We now offer:

FAT HERRING
MACKEREL
TURBOT
LABRADOR SALMON
TONGUES and SOUNDS
GROCERY CODFISH
NEWFOUNDLAND CANNED SALMON

Quality Guaranteed
and
Quality Counts

Farquhar & Company, Limited
HALIFAX, N.S.



From left to right: Rev. J. C. McLean, Sec. T. Williams, Ex-Pres. E. T. Higgs, Mayor Saunders, Judge Stewart, R. G. Hood, Pres. E. A. McCurdy, E. H. Beer, Hon. Mr. Arsenault, and Dr. Purdy.

Above snap is of a company of delegates and friends on the excursion trip. Pres. McCurdy and Mayor Saunders, of Charlottetown, may be seen in among the feminine visitors.

Convention delegates viewing car ferry construction work at Carlton.

Maritime Boards of Trade Meet

Summerside, P.E.I., the Scene of the Twentieth Annual Meeting of the Board of Trade Men of the East—More Technical and Agricultural Education to be Taught in Our Common School Advocated—Newfoundland as a Province of the Dominion Much Discussed—E. A. McCurdy, the New President.

Reported by Staff Representative.

SUMMERSIDE, P.E.I., Aug. 25.—The twentieth annual meeting of the Maritime Board of Trade was held in the Oddfellows' Hall here on Wednesday and Thursday, August 18 and 19.

The attendance was somewhat disappointing, but many causes conspired to prevent certain boards from being represented. The Amherst delegates were prevented from coming at the last moment by the death of Mayor J. H. Douglas, who was always an active member of the board. The Sackville members having planned to make the trip across in a motor boat, were prevented by the elements. However, taking these things into consideration, and the fact that the country is at war, the attendance was good, and most certainly the convention was an interesting and successful one.

President E. T. Higgs, called the meeting to order at ten o'clock Wednesday morning, and immediately called on Mayor Saunders, who delivered an address of welcome. In referring to the changed conditions brought about by the war, Mayor Saunders pointed out the opportunity the Maritime Provinces had in the readjustments taking place in trade all over Canada. Prince Edward Island and the Maritime Provinces have not felt the stress of war in their business, and are in a position to take advantage of opportunities opened up to them in the other provinces. He extended a hearty welcome to the delegates and tendered the freedom of Summerside.

The following were appointed a committee to arrange the order in which the resolutions should be brought up for discussion:— Capt. Joseph Read, R. L. Cotton, W. H. Fyfe and James Bireh.



E. A McCURDY, Newcastle, N.B.
Elected President for 1915-16 of the Maritime Board of Trade. Mr. McCurdy took a prominent part in the discussions.

On receiving their report, President Higgs delivered the following address:—

The President's Message.

To the Members of the Maritime Board of Trade.

Gentlemen:—At this, our twentieth convention it becomes my duty to present the President's report for the past two years.

It is now two years since the Maritime Board of Trade last met in convention as it was deemed advisable to postpone the meeting that was to be held last year, on account of war conditions prevailing at the time, which necessitated the closest attention of merchants to their business.

This great war, which has changed course of the world's trade, has now been in progress over a year, and it is no use trying to propheey when it will stop. But, victory to Great Britain and her allies will surely come and it is well for business men to prepare to meet the future and devise the best means to be used in the development of the Empire. We recognize that this war is for humanity and that the destinies of the world are at stake. It is a war in which we all must share and do our part that it may be drawn to a successful close. We all cannot go to the front, but those who have, are depending on those who still remain at home, to keep up the

necessary supply of men and material.

I desire with the good people of Summerside to extend to you a hearty welcome to the town and also to the province which is the cradle of confederation—the first confederation conference being held in Charlottetown in 1864.

A great opportunity is now open for the Maritime provinces to make themselves known by putting good workmanship into the many war orders that have been placed here; let quality be the aim of our manufacturers and thus prove their workmanship, and when the war is over, much trade that formerly went to Germany can be diverted to Canada and the Maritime provinces.

No Serious Difficulties.

The past two years have been important ones to the Maritime provinces. Many conditions throughout the world resulted in a very unsettled money market so that financial houses exercised much caution in the financing of new enterprises or extending old ones, which helped to cause a great industrial depression throughout the world. But as citizens of the Maritime provinces we should feel proud that the financial stringency was less acute than in other parts of Canada. Especially was this true of Prince Edward Island where conditions were prosperous and hopeful.

The development of the Maritime provinces is steady and sure they are not boom centers so are not subject to the periods of sharp reaction that happens where development is too rapid.

It is pleasing to me to see so many questions that have been agitated by this board brought to a successful issue since our last annual meeting. We have the greatly improved telegraph service between P. E. I. and the mainland, and the latest boon in the form of the telephone cable across the Straits, thus uniting the Maritime Provinces more closely than ever. The use of the cable is free, only the land line rates being charged; also the reduction in cable rates between Great Britain and Canada.

Another question that this board strongly advocated was, better trade relations with the West India Islands, and since we last met, the Dominion Government entered into a contract with the Royal Mail Steam Packet Co. providing a much improved service from St. John and Halifax to the West Indies. The Dominion Government also inaugurated the Canadian parcels post system, thus bringing producer and consumer closer together.

Staple Industries Prosperous.

Lumbering, fishing, mining and agriculture are prospering, and after all these are our staple and sure industries



E. T. HIGGS, Charlottetown, P.E.I.
The Past President and a member of the new executive.

which supply the necessities of life that are always in demand.

The Dominion Government has established a Fisheries Intelligence Bureau with the object of bringing before the fishermen the best means of curing and packing fish, and are encouraging the shipping of fresh fish inland by paying a proportion of the express charges.

The high cost of living is caused largely by the growth of the cities at the expense of the country; the rush from the farm to the cities means less food producers. The problem is how to induce more people to get back to the land, which would not only lessen the cost of living, but improve the virility of the nation; then with the practice of thrift, real prosperity will set in and the country should develop on a sound basis. We must have thrift among the masses.

It is pleasing to know that the big car ferry steamer that is to ply between P. E. Island and the mainland is now in maritime waters, and is expected to open up the service this fall. This is another link that will bind the Maritime Provinces together.

With the car ferry between P. E. Island the mainland, the extensive harbor improvements at Halifax and St. John, the enlargement of St. Peter's Canal completed, these provinces down by the sea can face the future more cheerfully; and in the meantime, while these works are under way, much benefit will be derived from the moneys put into circulation.

There is a great need of the people of Canada being aroused to the enormity of the destruction that is going on each year—I refer to the fire waste, which is the largest per capita in the world, and becomes a direct tax on the people. It is caused largely by carelessness. The people who will set a fire for a gain are few compared with the many persons who cause fires by their carelessness; in fact, nearly all fires can be traced to the neglect of duty on somebody's part.

Exterminating the Weed.

Agriculturally, the Maritime Provinces are forging ahead, but a warning note should be sounded so that a more determined effort might be made to stamp out the weed nuisance before it secures a hold here like it has in parts of Western Canada, where it is yearly causing such enormous losses, taking up the space that should produce good grain. The Departments of Agriculture might well inaugurate a co-operative crusade to extermine weeds, so that these provinces could more successfully enter into the growing of seed—an industry that is naturally suited to the Maritime Provinces.

One of the most important questions to come before this board is the question of Canada opening up negotiations with a view of Newfoundland entering the Dominion Confederation. If this could be done, then a great forward step would be taken in securing closer union of the British Empire.

The question of national training is one that is uppermost in the minds of many people to-day, and this is an opportune time to discuss the subject. Thousands of our young men to-day realize their inefficiency because they never by necessity had an opportunity to get a military training. We have been lulled with the idea that the days of a great war among the civilized nations was a thing of the past, but rude has been the awakening.

The question of technical education that was discussed by this board two years ago has, in view of its importance, been carried over to this meeting for further consideration. Last year in the Province of Ontario an association was formed, known as the Association for Promotion of Industrial Training and Technical Education, and on 30th June of this year a similar association was formed in Prince Edward Island. There is also an association in Saskatchewan. The leaven is still working, and other associations for the same purpose are now being formed.

Other important subjects you will be asked to consider include more loyalty to the Maritime Provinces; forest conservation; a trade treaty with Cuba; Canadian winter port shipments; development of the stone quarrying industry; steamship communication between Miramichi and Prince Edward Island; immigration to the Maritime provinces; municipal taxation.

"Forward" Movement Inaugurated.

Last autumn the Maritime Board of Trade united with the Maritime Branch of the Canadian Manufacturers' Association in forming what is known as "Maritime Forward Movement." A conference was held at Amherst on 17th December, which was largely attended by statesmen and business men. The chief object of the meeting was to stir up more co-operation among Maritime interests and to bring before the people some of the great resources we have in the Maritime Provinces. The "Made-in-Canada" idea was strongly emphasized.

I have great faith in these Maritime Provinces, and believe as business men we must stand together for their development.

At times, when it becomes necessary for us to present our claims at Ottawa, it would be a tower of strength to our delegates if we could impress upon the Government the fact that we are a unit in our demands and the people are behind us.

The Boards of Trade being non-political bodies, have a great influence for good in any community, and now that the tide of immigration is turning towards our shores, it is more necessary than ever that we should be alive to our opportunities.

Let us as much as possible give our local industries the preference not only in the using of their product, but also in supplying the capital for their development, and thus encourage new industries to spring up. Labor will be in demand and immigration will increase, which will enable us to develop a larger interprovincial trade and at the same time compete in outside markets with the surplus.

Have Many Advantages.

Situated as we are with good shipping harbors, we are enabled to take advantage of cheap water rates of freight and land our goods in many markets for less than more inland centres can do.

If those present at this meeting on their return home would start enthusiasm in their local boards, they would be doing a good thing for their towns. Now is the time for the Boards of Trade to inaugurate a publicity campaign that would let the world know what a goodly land we have. One of the best means of giving publicity to any subject is through organized Boards of Trade, where public questions are discussed by business men and reported by the press, and afterwards read by the reading public, and once the people get imbued with any subject, results soon follow. During past years the Maritime Board of Trade, with the assistance of the Press, has stimulated our public men in their endeavors to improve our conditions, and much has been accomplished. There is still much to do, and I trust the Boards of Trade will continue to agitate in the best interests of these provinces. In closing, I desire to speak a word of appreciation for our newspaper men—a more capable and obliging band of men it would be hard to find. In all matters where publicity is needed they are rendering valuable service.

E. T. HIGGS.

The appreciation of the members for Mr. Higgs' able address was shown by the heartiness of the applause.

Report of the Secretary.

T. Williams, secretary of the Maritime Board, then presented his report, reviewing the work done at the last annual meeting held in Newcastle, N.B., in 1913, and the disposition of the resolutions passed at that time. Mr. Williams' report was as follows:—

SECRETARY'S REPORT FOR 1914 AND 1915.

To the President and members of the Maritime Board of Trade:

Gentlemen:—The annual meeting of this board held at Newcastle, N.B., on Wednesday and Thursday, 20th and 21st, August, 1913, had not as good an attendanee as in some previous years, but the interest evinced by those present and the high character of the speeches made, placed it well up on the roll of successful meetings held by the Maritime Board.

One of the most interesting discussions was on the topie suggested by the Newcastle Board requesting the legislatures of the Maritime provinces to pass bills allowing the municipal authorities by a majority vote of the ratepayers to abolish taxes on polls, improvements, personal property and income, or any or more of them, and to raise the revenue required by means of a land tax with or without a poll tax.



T. WILLIAMS, Moncton, N.B.
Again Re-elected Secretary-Treasurer of the Board.

An amendment carried—"That this Board recognizing the unequal distribution of the burden of civic and municipal taxation, particularly with regard to arriving at a correct valuation of personal property and income, memorialises the local government to appoint commissions at the first session to investigate the grievances complained of with a view of providing a remedy."

Reply to Land Tax Question.

In accordance with this resolution, I wrote the Premiers of the three provinces transmitting a copy and in reply was informed that no general dissatisfaction appeared to exist with the existing system and until a majority of the electors desired a change it was not desirable to take action in the matter.

Much missionary work will need to be done by the single tax advocates before public opinion will be ripe for a change in the system of municipal taxation. Tariff systems, tax reforms and all other forms of raising public revenues will be in the melting pot by the time the present war is over, and anything and everything that can contribute its quota to the public revenues will be levied upon. A recent newspaper item states that 85½ columns of the British Columbia Gazette are taken up with tax sale notices, so that the single tax would seem to be having its testing there.

The resolution dealing with the abolition of fishery leases was sent to the local Premiers of New Brunswick and Nova Scotia, but beyond an acknowledgement of their receipt no expression of opinion was obtained.

Copies of the resolution relating to the acquiring and preserving of historic sites by the Dominion Government were sent to Rt. Hon. Sir R. L. Borden and Hon'bles White, Foster, Hazen and Hughes. Replies expressive of sympathy with the object were received and pointing out that a commission had the matter in hand.

Until the Dominion Govt. can pass its highways aid bill in the shape it desires it is improbable that anything will be done with respect to the construction of inter-provincial highways with the proceeding of which work the meeting at Newcastle expressed its sympathy and co-operation.

Rates to Western Canada.

The attention of the chairman of the Railway Commission was called to the unfair discrimination of the larger Canadian railways in the matter of passenger rates, particularly in the case of harvest excursions to the north-west.

In reply it was stated that the railways were within their powers in granting such rates. A protest within the past few days by an Upper Province Board of Trade elicited a similar reply from the Railway Commission.

A copy of the resolution with respect to the increase of freight rates on the Government railways was sent to the Hon. Minister of Railways and other members of the cabinet and also the members of parliament from the Maritime provinces. These replied acknowledging receipt but without expressing an opinion on the subject.

The matter is an intricate one in view of the greatly increased cost of operating due to wages increase and cost of materials together with the improvements expected by the public in speed, rolling stock, etc., added to the experience of the neighboring republic where great railway systems partly from overcapitalization and partly the refusal of the authorities to allow an increase in freight rates have been placed in the hands of receivers, that most thoughtful men hesitate to pass judgment on the subject.

The resolution with respect to through rates between P.E. Island and mainland points via the new Car Ferry route when opened, based on one continuous haul, the distance by water to be charged as for an equal distance by rail, was forwarded to the Hon. Minister of Railways and the traffic manager of the Intercolonial Railway and acknowledgment received. This subject is of such magnitude that it appears to your secretary that it should be dealt with by a committee appointed by this Board.

Approval of the policy of the acquiring by the Dominion Government of the branch lines of railway in the lower provinces was covered by a resolution.

It may be noted in this connection that the International Railway running across New Brunswick from Campbellton to the Maine border and also the New Brunswick and P.E.I. Ry. from Sackville to Cape Tormentine, N.B., have been acquired by the government and are being operated as part of the Intercolonial system.

The Hon. Minister of railways was advised of the resolution advocating the appointment of an Intercolonial railway agent in London, Eng., and a reply was received stating the matter would receive consideration.

The matter of an advisory council of 5 members to constitute in conjunction with the officers of the board a working committee in the interim between the annual meetings comes up for consideration at this meeting.

The council provided for in the constitution of the Maritime Board is unwieldy and unworkable, and the amendment proposed by the Moncton Board, is for the purpose of providing a small effective body to carry out as far as possible the decisions of the Maritime Board arrived at during the annual meeting. But at the back of all is the matter of finance to cover cost of delegations, etc.

The hospitality of the Newcastle Board and its citizens was greatly appreciated by the members of the Maritime Board.

As explained in the circular to the boards respecting this meeting, the meeting for last year had to go over on account of the general dislocation of business following the declaration of war in Europe. In October it was thought that business had so far resumed its wonted channels as to justify an attempt to hold a meeting. A circular was prepared calling the meeting for October 20th and 21st., but prior to sending it out, fourteen of the leading boards were communicated with when it was found that only one mainland board could guarantee the attendance of its delegates, and the idea had to be abandoned.

In closing, I beg to tender my resignation as secretary and must urge its acceptance. I feel that a younger man would perhaps be able to better enlist the interest of the several boards, and would repent the suggestion that my successor be an insurance agent, or commission man, or one whose duties take him through the three provinces, and thus keep in touch with the officers of the boards and deepen their interest in the Maritime Board.

Strong Cooperation Needed.

Many of the Boards of Trade are in a moribund condition, while others are dominated by a selfish or sectional spirit which will not permit their working for the common good of these Maritime provinces. As never before there seems to be the need of an institution where the business men of the lower provinces can rub shoulders, become better acquainted and take a broader view of things than in their own little circle. With each recurring census the representation of these provinces in parliament is curtailed and their influence at Ottawa reduced. In years gone by Maritime province brains loomed up large in the councils of the Dominion and they had an influence out of proportion to their size—of late that has not been the case. If the war is followed by increased immigration to the northwest the provinces will take a still lower position in the scale of influence, especially so long as they exist as three separate provinces. This could partly be offset by a strong organization of Maritime business men who would stand shoulder to shoulder in matters affecting these provinces, whether known as the Maritime Board of Trade, Maritime Forward Movement or what not. "A rose under any other name, etc."

Canada as a whole will at the close of the war be thrown largely on its own resources for its own development. Billions of dollars of the floating capital of the European nations will have been blown away in powder and shell and the funds that were available in the past for Canada's enormous borrowings will be locked up in gigantic war debts, and this must inevitably be felt in this country. Business and finance cannot be picked up where they were laid down on August 1, 1914, but now conditions have arisen which will require to be faced at the close of the war, and which will tax the brains of our statesmen and business men to deal with.

T. Williams.

Agriculture in Common Schools.

Following Mr. Williams' report, E. A. McCurdy, Newcastle, N.B., moved a resolution, seconded by Father Murdoch, favoring more agricultural and technical education in the common schools. This subject aroused a great deal of discussion, which was entered into by nearly all delegates. Neil McLeod, of Summerside, moved the adjournment of the debate, and the session adjourned till 2 p.m.

Afternoon Session.

President Higgs opened the afternoon session promptly, and without delay the discussion re agricultural and technical education was resumed. The resolution was: "That the board urge upon the Provincial Boards of Education the advisability of introducing more agricultural education into our common schools to the exclusion (if necessary) of classical and higher mathematical subjects."

T. Williams, of Moncton, in speaking in support of the resolution, said that more technical education was necessary

THE NEW OFFICERS.

President—E. A. McCurdy, Newcastle, N.B.

1st Vice-Pres.—Michael Dewire, Halifax, N.S.

2nd Vice-Pres.—Nelson Rattenbury, Charlottetown, P.E.I.

Sec.-Treasurer—T. Williams, Moncton, N.B.

Executive Committee—Percy Black, Amherst, N.S.; G. S. Campbell, Halifax, N.S.; E. T. Higgs, Charlottetown, P.E.I.; A. C. Chapman, Moncton, N.B.; W. B. Snowball, Chatham, N.B.

now that the professions of law, engineering and medicine were overcrowded. He referred to what Germany had done along the line of industrial education, showing that the system in their schools was thorough and effective.

Judge Stewart claimed that Prince Edward Island being an agricultural province, was specially in need of this agricultural education. "We should be producing three times as much on farms as at present," he said.

E. A. Reilly, of Moncton, thought that up to the 9th grade the child might be educated by the State, and after that the expense of the higher education should be borne by the parents.

Ex-Governor McKinnon was of the opinion that the Federal Government should deal with the whole question of technical education. He disapproved of the attack on classics and mathematics. Island students in these subjects had outshone the rest of Canada. He moved an amendment to the resolution eliminating the reference to classics and mathematics. The amendment read as follows: "That the Board of Trade urge upon the Federal Government and Provincial Boards of Education the advisability of introducing more agricultural and scientific technical education into our educational institutions."

Urged Study of Chemistry.

Prof. Theodore Ross declared that, while our natural resources were very abundant, manual unskilled labor met our requirements, but as our resources were depleted, skilled labor was necessary, if progress was to be made, and skilled labor was the product of technical education. He doubted if this could be provided in the common schools, but if the proper atmosphere were provided, the boys and girls attending the common schools might be impressed with the dignity of manual labor directed by intelligence. The question was a big one, and was being considered at a convention to be held in Toronto in a short time. He suggested that the board send delegates to the convention.

R. G. Hood said that schools were neglecting the study of chemistry—which was really the basis of technical education.

A. A. McNeill, of O'Leary, thought that the farmer himself, not an agricultural professor, was the proper person to educate his son in farming. All the boys, however, were not to be kept on the farm. Many would enter other professions.

W. F. Tidmarsh did not favor the attack on higher education. He spoke of the advantages of technical education and of the need of more of such education for our fishermen.



W. B. SNOWBALL, Chatham, N.B.
A general merchant who has been elected to the Executive Board.

The discussion was continued by N. Rattenbury, R. H. MacDonald, Summerside; Neil McLeod, Summerside, and James Birch, of Alberton.

Mr. McLeod said that culture was the end of education. The child, should be kept in touch with the best that has been thought, said and done by the best of the human race. The humanities and the sciences were the two great branches of education.

The former has been studied to some extent to the exclusion of the latter. The sciences are now getting their fair share of attention but the expense is very great. We should not turn our schools into workshops. We do not want the German Kultur. We do not want to produce men who have lost a perception of moral values.

Mr. MacKinnon's amendment was defeated and the resolution carried by a vote of 12 to 8.

Want Newfoundland in Canada.

The new resolution taken up was introduced by the Summerside Board of Trade and read as follows:

"Whereas the consolidation of the integral parts of the British Empire based on freedom, justice, mutual help, preferential trade and self-preservation has been shown to be desirable by the present world war; and whereas there is a growing probability that some sort of Empire union will follow the inauguration of peace along political lines as it is now in fact in sentiment, consciousness of mutual dependency and actual endeavor;

"Be it resolved: That this Maritime Board of Trade memorialize the Dominion Government to take such steps and make such overtures to the Colony of Newfoundland as will lead to a prompt Confederation of that province with the Dominion of Canada, on terms just and favorable to both.

"By Summerside, P.E.I., Board."

The resolution was moved by Capt. Joseph Read and seconded by J. A. Messervey, of Charlottetown. Capt. Read brought out many arguments in favor of the resolution. He stated that climatic conditions and geographical position are such that the natural destiny of Newfoundland is to become part of Canada.

Confederation would greatly improve communication into that colony. The Maritime provinces would secure a large part of the Newfoundland trade that now goes to the United States.

Capt. Read also pointed out that the time is now opportune which would be beneficial to both countries.

The subject was much discussed and all were agreed that union would be beneficial to both the Maritime Provinces and Newfoundland. Several speakers however feared that Newfoundland might resent the resolution as being dictatorial which was far from being the attitude of the Maritime Board. On being put to a vote the resolution was unanimously passed. The following speakers took part in the discussion: Judge Stewart, N. Rattenbury, Prof. Theodore Ross, T. Williams, E. A. McCurdy, A. O. McNeill, E. H. Bear, W. T. Tidmarsh, and R. H. Macdonald.

Preference in Freight Rates.

The following resolution was moved by A. C. Chapman, of Moncton, and seconded by E. A. Reilly of Moncton:

"That in view of the very heavy expenditure incurred in the construction and equipment of the National Transcontinental Railway, the Dominion Government should secure as far as possible, by means of preferential freight tariffs, the shipment during the winter season of Canadian Northwest products through lower province ports."

The resolution was also discussed by Messrs. Williams, Rattenbury, A. A. McNeill and Capt. Read. The Island delegate suggested that the preferential rate should apply at any season and it was pointed out that in winter Georgetown would make a splendid port from which Canadian grain sent over the N. T.R. could be shipped to the old country.

The Newcastle Board introduced a resolution moved by E. A. McCurdy, seconded by Rev. Father Murdock, "that the Dominion Government be asked to subsidize a line of steamships between the Miramichi ports and Prince Edward Island and intermediate points." The resolution after a brief discussion was passed unanimously.

To Encourage Quarrying.

The Newcastle Board also introduced the following motion moved by R. G. Hood, of Quarryville, N.B., and seconded by E. A. McCurdy:

"Resolved that it is in the interests of the Maritime provinces that the Dominion Government should take such steps as will adequately encourage the development of the stone quarrying industry of said provinces."

Mr. Hood went fully into the subject and pointed out the reasons why the resolution should be passed.

In the United States there was a great demand for building stone before the demand became great at all in Canada. Canada is really only now beginning to demand large quantities of it. The result is that the United States having had earlier and greater business, have become equipped with the most up-to-date equipment and therefore have a great advantage over Canadian companies who are not so well equipped. If Canadian quarries were as well equipped they could supply better stone more reasonably than those in the United States. The Maritime sandstones are easily worked.

Mr. McCurdy in seconding the resolution referred to the durability of Miramichi sandstone. Buildings in Canada to-day prove that they are more durable and keep their appearance better than the imported.

Nelson Rattenbury asked where the stone used for building in the Canadian West came from. He was answered that the stone used in the parliament buildings in Regina and Edmonton came from the United States. It was pointed out that there are quarries in Manitoba and other parts of the west, but Ontario and Quebec were receiving their supply from the Maritimes.

The opinion was that the government should adopt some measure to encourage the use of Canadian stone in Canadian buildings.

Capt. Read could not see why a tax should be put on the other provinces such as Prince Edward Island to help the industry of another province. It was then claimed that if this industry were developed in the Maritime provinces as it should be Prince Edward Island would benefit by it equally with the other provinces.

Ex-Governor McKinnon expressed the opinion that the resolution should be passed. It was passed unanimously.

Training for Emergencies.

The following resolution was then moved by Ex-Governor McKinnon.

"Resolved: That with a view towards strengthening the British Empire and having our men trained so as to be ready on all occasions for the defence of their homes, it is advisable that some form of national training be put into force whereby every individual should render some service to the state in any emergency, and thus increase the efficiency of the nation."

Mr. McKinnon stated that such training should begin in the schools. He thought that our national character was too broad to have such training produce militarism. He emphasized also the need of a council of national defence for which the services of the best experts on national problems might be obtained.

Nelson Rattenbury, in seconding the motion said that if this training had been instituted some years ago, his sons who were now at the front, would have gone better prepared. The need of preparation in business matters is quite obvious and why not prepare for national defence? He read extracts from a letter of Private Elliot, of Winslow, to friends in this province, also an extract from an address delivered by Lord Kitchener and an extract from a report from the Wall Street Journal, in support of his arguments.

Professor Ross thought the Federal Government should provide for the military training of every man, beginning with the children in the schools. It might be called physical training to meet any objection to the name military.

Judge Stewart said that there was no hope that this would be the last great war and Canada should be prepared for the future. The defence of the country is the first duty of every citizen. The money spent on the island for militia purposes in the past had been thrown away, for few of the men on whom it had been spent have gone to the front. Canada had the machinery under the Militia Act to call out every man between the ages of 18 and 65, but it would be wholesale murder to send untrained men against trained men.



A. C. SAUNDERS,
Mayor of Charlottetown, who welcomed the delegates

Capt. T. Edgar MacNutt, of Charlottetown, a member of the Canadian defense league, invited the members to help themselves to pamphlets published by the league which he had brought to the meeting for distribution. He called attention to an extract from a speech of Hon. James Allan, Minister of Defence in New Zealand, delivered at Toronto in 1913 and commended the New Zealand system. The voluntary system cannot fill the bill. It has completely broken down.

The resolution was passed.

Before adjourning President Higgs reminded the members of the fact that Sir George Foster, acting premier of Canada was to address a public meeting and suggested that the members fill up the first rows of seats.

THURSDAY MORNING SESSION.

Municipal Taxation.

The Question of Municipal Taxation was brought up immediately on the opening of the Thursday session. The following is the resolution as submitted.

"Whereas neither of the three Maritime Provincial Governments has appointed a commission to consider the question of municipal taxation as requested at the last meeting of the Maritime Board of Trade:

"Resolved this Board requests that the respective Governments named do take up the matter of a revision of our systems of Municipal Taxation."

This question was brought up at the last meeting held and Secretary T. Williams stated that the replies from the government were to the effect that nothing could be done until the people expressed their desire for a change.

Mr. Tedmarsh moved that in face of the replies received from the governments that nothing further should be done and the resolution be left on the table. This was seconded and carried.

"More Loyalty to the Maritime Provinces," was the next subject referred to. This was to have been proposed by the Amherst Board. President Higgs read a letter of regret from the Amherst board that they were unable to attend on account of the sad death of Mayor Douglas. It was moved, seconded and carried that in view of the absence of the Amherst board this subject be left over for discussion at the next meeting.

Trading With Cuba.

Capt. Reid moved the adoption of resolution No. 5—A trade treaty with Cuba. He pointed out that Cuba is a large importer of farm products and manufac-

(Continued on next page.)

Address of Sir George Foster

A FEATURE of the convention of the Maritime Board of Trade was a public address the evening of this first days proceedings, by Sir Geo. E. Foster, minister of Trade and Commerce for Canada.

He divided his discourse largely into three parts, addressing himself first of all to the Board of Trade in particular, dealing with the development of commerce and its indispensability to the progress of the world, then going on to speak of the war and its effect on trade and commerce, and lastly, Canada's part in the war. The gentlemen of the Board of Trade, he said, were men of practical experience, who came from different portions of the Maritime Provinces, out of the field of operations, and knew their own business, who understood the commercial questions, and it was unnecessary for him to attempt to go into the details of business and trade.

He had always found it a good thing for the individual in trade or profession to corelate himself with other businesses and other people than himself. He did not think a man did his best in his profession, nor that an industry did its best in the prosecution of its work if it isolated itself from all that surrounded it and looked mainly and chiefly to its own interests. The lesson which they should all learn, but which many of them were slow to learn, is that they are an inter-dependent community, and an inter-dependent nation, and that as no man liveth unto himself, so no trade, industry or profession can live to itself, and do its best. It is always strength to a man if he is following a certain line of life to find out what is back of him, what is around him, so that he can better face what is ahead of him. Those men do the best work in the world, and those nations best in national life, which take account of the bases upon which they have grown, and upon which they are to proceed, and each take account as well of the factors which surround them.

Importance of Public Service.

We hear a great deal to-day, he said of public services, and in these times of war and sacrifiec it is upon all our tongues, and ought to be in all our hearts. Members of the Board of Trade, who think of themselves as part of a great world system which has a history and which is organized because it is best for the world's work that it should be organized, and which is necessary to the world's work. Members of the Board of Trade Constitute, in the first place a selfish body, looking after the interests of a particular section of commercial development, but the higher plane on which they should and do move is that they perfrom a great public service, without which the community would not get along as well as it does, and that element of the public service is uplifting in the matter of trade and commerce.

The speaker then went on to deal with the development of trade and commerce from the time of primitive man through the wood, stone and iron ages, up to the present twentieth century, with its complicated and mighty tools and engines of civilization.

Proceeding, he spoke of the war. In the first place, he said that some people would say that war was the promoter of commerce, and he had a man argue with him on the subject, but his view was different. He believed that war was the born enemy of commerce and could never be anything else. Commerce flourishes when there is peace and security. Commerce dwindles when there is war and insecurity, and this war today. the greatest in history, creates the cataclysm of business and trade, and why should it not? This war is so wide it gathers in so many nations. He went on to prove conclusively and in an incontrovertible manner the evil of war, But every war, he said, was not evil in every sense, as history had proved and the present war, above all others, was justifiable in the extreme. Britain had to engage in it to uphold her honor and traditions.

He then showed the seriousness of the war to Germany in the matter of trade and commerce. All their ships had been driven from the seas and with the exception of an accident here and there, the ships of the Allies ploughed the seven seas with almost the same freedom as they did before the 1st of August, 1914. Germany had lost her colonial possessions and had to depend for her maintenance entirely within her borders. He said that while it would cost a great deal of sacrifice, Britain had to conquer, and in the end Germany would be cut off from commercial existence by the Allies, and would have to repair the shattered machinery of her national life, while she would be a comparatively weak nation.

Canada's Part In the War.

He spoke of the part Canada is playing in the war, In the first place Canada must take advantage of whatever opportunities she has in making supplies that are needed for the conduct of the war. Nearly 400,000,000 dollars of war supplies have come to Canadian manufacturers from Great Britain and the Allied nations. This is a tremendously huge sum, but it is only a fraction of all that Canada in normal times could produce. Another thing, Canadians should do is to supply themselves to the last possible dollar out of what they raise and make in Canada—to supply themselves to the last possible dollar with all their needs that are at all possible to be supplied out or what can be grown and manufactured in Canada. This adds to the employment and diminishes non-employment by keeping the balance of trade where it ought to be kept, in our favor.

The speaker insisted on economy. We have to rely, he said, on our own earnings and savings, and every man in this war, and every woman should make a savings bank of himself or herself, and spend on nothing, but what is absolutely necessary. We must always learn to forego present advantages for the future and greater good. That is what differentiates between man and the brute kind. And so his message to them was to tell them to make everything in Canada that they needed, and to import as little luxury as possible.

At the close of the address his Worship Mayor Saunders moved in fitting terms a vote of thanks to the speaker, which was seconded by Judge Stewart and presented by the chairman, E. T. Higgs, president of the Board of Trade.

MARITIME BOARD OF TRADE.

(Continued from page 35.)

tured goods which we can produce and should be selling to Cuba.

W. F. Tidmarsh in seconding this motion pointed out that United States enjoyed a tariff preference of 25 per cent. over the rest of the world. He wanted to know if the Dominion government had the authority to negotiate a treaty or if it had to be done by the Imperial Government. Capt. Reid replied that the Dominion Government had been granted this right by the Imperial Government which retained the right of veto.

Mr. McCurdy expressed his desire that the resolution should be passed. He said that while the United States enjoyed a tariff preference of 25 per cent., Cuban financial institutions were largely in the hands of Canadians who would no doubt, be glad to see the Maritime Provinces take any steps to effect such a treaty. The resolution was unanimously carried.

"Immigration to the Maritime Provinces," was the subject next in order.

Capt. Reid expressed the opinion that under present conditions it was foolish to take up this question at this time. Ships

could not be had for immigration purposes even though it were possible to get immigrants, which it is not. He moved that the resolution be left on the table. The motion was seconded by Mr. Murray and carried.

President Higgs appointed Mr. Price and E. H. Beer as auditors to assist the treasurer in his report.

Secretary Williams read a letter from M. H. Nickerson asking for the Board's endorsation of a movement to have an order-in-council passed giving American vessels free privilege to use Canadian ports for all purposes specified in the modus vivendi agreement. Such an order-in-council was passed last March and is in effect on the Pacific coast.

Mr. Tedmarsh put himself on record as being in favor of this.

Mr. Yould of Kentville, thought that if this privilege had proved an advantage on the Pacific Coast it should on the Atlantic and the Eastern fisherman should have it.

Judge Stewart maintained we should not "remove the bars" for American fishermen hastily and that we should have the advice of parties engaged in Canadian fisheries before we ask for a change giving larger privileges to American fishermen.

Mr. Tedmarsh replied that this request did not emanate from the U.S., but from a Nova Scotia fisherman and said also that there was reciprocity in this as certain Canadian fish go into the American market free. He insisted that such an order-in-council would be of advantage to Canadian ports on account of the trading the American fishermen would do in Canadian ports.

Mr. Higgs ended the discussion saying that it was out of order to take any action in the matter and left it to the secretary to answer the letter.

Proposed Amendment to Constitution.

The next resolution brought up was as follows:

"There shall be elected at each annual meeting from the affiliated boards five members, in the proportion of two from Nova Scotia, two from New Brunswick and one from P.E.I.

These with the President, Vice-President and Secy.-Treasurer shall constitute an advisory council, which shall meet on the second Tuesdays of October, February and June at some central point in the Maritime Provinces.

Mr. Williams stated that the present clause five had never been followed out and if it were the committee therein provided would be altogether too large and unwieldy. It was clearly necessary that some committee be appointed to work between annual meetings and accomplish something as a real working executive. The above resolution was drafted by Matthew Lodge during his presidency. Mr. Williams moved the adoption of this resolution. It was seconded by Mr. Price of Moncton.

Mr. Beer of Charlottetown thought there should be something definite as to the duties of this committee.

Mr. Higgs replied that his opinion was that their duty would be to see to a proper conclusion the resolutions passed hy the board and to do all those things expected of an executive body.

Mr. Williams consented to having the words "Advisory Council" changed to "Executive Committee" and to insert after the word June, "or at any time at the call of the president." Thus the executive would be expected to meet at certain fixed dates but could call meetings to attend to special business at anytime. The resolution as amended was carried.

Suggested Paid Secretary.

Mr. Yould of Kentville, stated that his belief was that the Maritime Board of Trade could not be made the success it deserves until a paid secretary is appointed to devote his time in going about among the local boards of trade and working up an interest in the Maritime Board. It was the unanimous opinion that the apathy existing among so many of the local boards must be changed and these boards awakened to a real interest in and appreciation of the service of the Maritime board. It was thought that the new executive committee could do a great deal in this direction in the coming months and it is their intention to devote their energies in this direction.

After the election of officers reported elsewhere, Mr. Higgs called on Mr. McCurdy to take the chair. In replying to calls for a speech Mr. McCurdy expressed the honor he felt in the appointment and spoke of the benefit he and the Newcastle board had received by the active part the board has always taken. He also thought that the amendment to the constitution and the appointment of the executive committee would go far to making the Maritime Board a great success.

The Financial Statement.

Mr. Williams read the treasurer's report as follows:—

Statement of Receipts and expeditures 1913-14-15.

Receipts.

Balance forward	$109.75
Per capital received	175.95
Total	$285.70

Expenditure.

Salary of Secretary	$135.00
Postage	25.61
Printing	92.00
Typewriting	8.20
Total	$260.81
Balance on hand	$24.89

With liabilities for:

Secretary's salary of $150.00 and sundry bills of $10.00, to be collected from the per capita outstanding.

Judge Stewart expressed the opinion that the financial conditions of the Board must be improved. After much discussion he moved, seconded by Mr. Hewson that the executive committee be instructed to take whatever steps they should find necessary to put the Board in a better financial condition.

President McCurdy suggested that the question of when and where it should be held be left to the executive. Capt. Reid made a motion to this effect seconded by Mr. E. H. Beer which was carried.

Capt. Reid moved that the salary of the secretary for the past year be paid. It was seconded and carried.

Many votes of thanks were moved to those who had contributed to the success of the convention, including the Odd-Fellows for the use of their hall, the Summerside Board of Trade and the press. Especially were the members hearty in their vote of thanks to T. Williams, secretary-treasurer for his excellent services.

In the afternoon through the courtesy of the Summerside Board the delegates went by special train to Carlton to view the works on the new car ferry. It was a beautiful afternoon and not only did the car ferry construction work prove to be most interesting but the ride and scenery was much enjoyed by all. The Island has surely been rightly named "The Garden Province." It is doubtful if prettier landscapes are seen anywhere.

Delegates Present.

Following is list of delegates registered at meeting of Maritime Board of Trade:—E. H. Beer, E. T. Higgs, J. A. Webster, (Judge) W. S. Stewart, N. Rattenbury, J. A. Messervey, T. Ross, R. L. Cotton, (ex-Lieut.-Gov.) D. A. McKinnon, W. F. Tidmarsh, T. E. McLean, J. P. Gordon, and R. H. Jenkins, all from Charlottetown, P.E.I.; E. A Kielly, W. H. Price, C. T. Purdy, and T. Williams from Moncton, N.B.; T. P. Shreve, St. John, N.B.; E. A. McCurdy, Newcastle, N. B.; Rev. S. J. McArthur, Newcastle, N.B.; Jas. E. Birch, Alberton, N. B.; M. M. Foley, Alberton, N.B.; Wm. Yould, Kentville, N.S.; R. G. Hood, Quarryville, N.B.; G. B. Crowe, Truro, N.S.; Rev. E. S. Murdock, Renous, N.B.; A. C. Chapman, Moncton, N.B.; A. C. Saunders, C. McArthur, Summerside, P.E.I.; Wm. Stewart, John Grady, J. S. Hensley, Summerside, P.E.I.; H. Osgood, R. H. McDonald, Jos. Read, Summerside, P.E.I.; John Richards, Bideford, P.E.I.; Bruce Clark, H. M. Baker, Summerside, P.E.I.; C. F. Morrisey, Teguish, P. E. I.

Opening Prices for Salmon

Canned Tomatoes Up Again—Another Rise in Montreal and Toronto of Two and a Half Cents —Present Seems Good Time to Buy—High Levels Predicted for Future—Common Teas Down Again—Fine Teas Very Firm, However—Dried Fruits Situation Strong.

Office of Publication, Toronto, August 26th, 1915.

IT looks now as if people are going to pay more for their cakes and pastry and Christmas puddings by the time Christmas comes along—and by the way, this is not very far away now—because of the way in which prices on fruits are going up. With regard to raisins the Valencia crop has turned out to be only 25% of normal and advices are that there will not be any sultanas to speak of this year. Those two factors taken into consideration mean of course that everything will depend on the prices made on California raisins. These have not been announced yet, although they are considerably overdue, but we imagine the Association is holding off until it sees exactly what the market is like. It must be remembered that the Association will have more or less a monoply on raisins and, that, at the time of the year when it will be of extreme importance. These opening prices are likely to be high: there is no blinking the fact. This will mean an increase in the price of pastry and cakes and Christmas puddings, and mincemeat and so on. As to currants the situation is remarkably firm and the fact of the only fair crop in Greece means that levels are not likely to go lower. If anything they will be higher. The market has strengthened considerably during the last month or so and Canadian Grocer has shown a steady advance in its prices on currants. The same may be said to apply to peels. These will be dearer than last year and we shall be in a position to announce definite prices very shortly. So that it looks altogether as if fruits of this description are going to be high and we think it will influence the prices of dainties in the cake line.

Canada is a country where more and more fish is getting to be eaten each year, and this year the demand for fresh fish has been extremely large. Until about a month ago the dealers were able to gratify it, but for some little time now—as readers of these columns will notice—the fish market has been disturbed by a scarcity of supplies, both of lake and sea stuff. This applies particularly so far as the former is concerned, to trout and white fish; white fish is now up as high as 13c, and we even hear of some going at 14c; trout too, is higher, and we quote 13c on that, which is an advance of 1½ to 2c. So far as sea fish is concerned mackerel is an uncertain quantity and while it may be got for 18c, we would not be surprised to hear of higher prices than that being asked. Flounders have taken a considerable jump and where as a month ago they could be bought for 7c in Toronto market they are now up at 12c if you can get them for that. The reason is that they are coming up from New York. Lobster, too, is considerably firmer, and instead of 30c a pound we now quote 38c. This is again because we are importing, the lobster referred to coming from Portland, Maine; there being no Canadian stuff of any sort on the market right now.

Western Canada just now is feeling the pinch of a shortage of lemons. It seems that in Saskatoon, Calgary, Winnipeg, Moose Jaw and other cities there was a big demand when the weather was unbearably hot and supplies suddenly gave out. Consignments from California are looked for to end the shortage.

QUEBEC MARKETS.

Montreal, August 26.—Two of the most important events in connection with the market this week were the naming of new prices on new pack canned salmon, and an appreciable stiffening in the market for canned vegetables. The market on salmon opened up on a basis little different from that of a year ago, in fact most houses are continuing to quote old prices. Quotations for 1 lb. talls red sockeyes are rather high, and the retailer may be compelled later to advance his selling price on this line. Red springs are slightly higher, Cohoes are about the same, but the demand from England is heavy. Pinks are lower, and Chums are only being packed in small quantities.

The advance in tomatoes to 92½c is made by the canners on account of the small crop this year, which is said in some quarters to be 85 per cent. lower than that of a year ago. It is predicted that a dollar will be paid for tomatoes

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Decline in Manitobas expected.
- Likely to follow wheat market.
- Fair business in rolled oats.
- May be easier feed market.

PRODUCE AND PROVISIONS—
- 3-lb. fat ducklings wanted.
- Butter market firmer.
- Cheese market continues weak.
- Advance in new laids expected.

FRUITS AND VEGETABLES—
- Decline in Canadian apples.
- Oranges selling as high as $6.
- Egg plants arrive, 40-75c dozen.
- Tomatoes down to 25-35c box.
- Nice cauliflowers scarce.
- Fancy lettuce scarce and higher.

FISH AND OYSTERS—
- Trade improving, but slowly.
- Halibut famine avoided.
- Western and Gaspe salmon scarce.
- Salt and pickled to open low.

GENERAL GROCERIES—
- Choice and fancy molasses up 2c.
- New salmon prices announced.
- Advance in canned vegetables.
- Black tea jumps 2c per lb.
- Advance in Epsom salts and lye.
- Celery seed advances 25 per cent.
- Siam rices are up 15c cwt.
- Currants situation serious.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Export holding off.
- Good demand for Ontario flour.
- Nothing doing in cereals.
- Mill feeds still firm.

FISH AND OYSTERS—
- Scarcity of trout.
- Same applies to whitefish.
- Mackerel going up.
- Lobster from Maine.
- General shortage of lake stuff.

FRUIT AND VEGETABLES—
- Spanish onions higher.
- Lawton berries selling.
- New apricots arrive.
- Corn down in price.
- Potato rot exaggerated.
- Celery slightly lower.
- Tomatoes up again.

PRODUCE AND PROVISIONS—
- Demand for ducklings.
- Eggs slacker in export.
- Cheese down still more.
- Honey unchanged.
- Good call for broilers.

GENERAL GROCERIES—
- Common teas lower in London.
- All fruits firm.
- Shall we have figs?
- Spice situation easier.
- Tomatoes up again.
- Canned goods good buy.
- New prices on salmon.

very soon, and that $1.10 and $1.15 will be paid in January. Advances have also been made in peas and corn.

An advance of two cents per gallon has been made by the Montreal wholesalers in the price of both fancy and choice molasses. It is believed that more choice will be used this year than ever before; in fact, it begins to look as though there will be little else to offer.

A big advance has taken place in the price of lye, which is important to the grocer, this being one of the chief cleaners. Common lye has advanced $1.25 per gross, and is now selling for $6.00 per gross. An advance has also taken place in caustic, which may have some effect on the price of soap. Broken caustic in kegs of 50 lbs., is quoted at $3.40, an advance of $1.00, and kegs of 100 lbs., $5.00, an advance of $1.60 per keg.

Epsom salts, which is an important item, especially in country stores, has advanced 200 per cent. during the past week. Quotations which were 2½c-4c per lb., are now 6c to 7c per lb.

The price of Ceylon, India and Java, black teas were advanced 2c per lb. by the wholesale trade.

SUGAR.—Market for refined in New York dropped from $5.70 to $5.50 this week, with apparently little reason. It looks as if a fight is being waged there between the refiners. Little weakness was observed in the raw market, which was offered at 3 7/8c, and sold at 3 11-16c. The demand in Montreal continues on hand to mouth basis. Meetings have been held recently between refiners and wholesalers to arrange matters in order to meet competition. It was expected that a new agreement would come into force on Sept. 1. The refiners have submitted their terms to the wholesalers, and the latter have made certain modifications. It will probably take some time to settle this matter.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEA.—The gradual strengthening of Ceylon, India and Java black teas has caused some Montreal wholesalers to advance their prices a further 2c per lb. This brings the price for choice teas up to 36c to 37c. Some of the wholesalers are not handling teas much higher than these, and have allowed their stocks to run low on better grades.

DRIED FRUITS.—The features of this market are without doubt the advance of a cent on Sultanas, and a remarkable firmness in currants. Spot currants are strong, and new crop are costing wholesalers as high as 8c to 8½c, which is as high as retailers are paying. It has been hinted that the Greek government intend to allow only the export of half the currant crop. The advance this week in the primary market is a cent per lb. Quotations for sultanas are, loose, 12c, and 1 lb. pkgs. 13c. Of course there will be no more coming from Asia Minor unless there is some smart work done at the Dardanelles. The California market is strong on raisins, especially on seedless; seedless raisins appear to be coming very much in favor. Valencia raisins are firm, as the coming crop is the smallest on record within living memory. Malaga raisins are quoted about the same as last year. Quotations to wholesaler on new crop Valencias is, selected, 9c to 9½c, and 4 crown layer 10c to 10½c, so that the retailer will be paying rather high. There are few offering on spot. Prunes are up in California, and it appears that those who argued that prunes would be low this year on account of there being no export, were making a mistake. However, there is a big crop. There are some spot stocks in Montreal.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apples, choice winter, 50-lb. boxes	....	0 08½
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 09
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, eacb	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3-crown, lb.	....	0 09
Sultana, loose	....	0 12
Sultanas, 1-lb. packages	....	0 13
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 12 oz.	....	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS—There has been an exceptionally good demand from the wholesale trade during the past two weeks for several kinds of nuts, one importer alone shipping about two thousand cases of shelled walnuts west of Winnipeg. Marbots are bringing a high price, and Grenobles are scarce. A distinct stiffening has taken place in nuts since the weakness of three weeks ago, which has been brought about solely by the demand. Market on new Valencia shelled almonds opened at about the same level as last year. There is a disposition not to make prices too high in order to feel the market, and determine what sort of a demand there will be.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 12	0 13
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—Montreal wholesalers have advanced the price of both fancy and choice molasses two cents per gallon. They felt justified in doing this on account of the high prices being paid in Barbados, and difficulty experienced in securing supplies. The attitude of the wholesale trade is that considering difficulty in securing fancy molasses, they will buy choice, and there will be little else offered the retail trade.

	Price for Island of Montreal.	
Barbadoes Molasses—	Fancy.	Choice.
Puncheons	0 55	0 45
Barrels	0 53	0 49
Half barrels	0 60	0 51

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 8½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60
Maple Syrups—	
New, pure, per 8½ lb. tis	0 75
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15

SPICES.—The important changes are in lines affected for several weeks—sage especially, celery seed, and other lines of herbs. Celery seed advanced 25 per cent. during the past week. There is a big demand for it to use in pepper and salt, for sausages and many French specialties.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 69	....—0 23
Cassia	....—0 22	....—0 89	....—0 29
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	....—0 28	....—1 05	....—0 35
Cream tartar—45-55c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 23	1 00—1 15	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	....—0 40	....—2 40	....—0 75
Pepper, black	....—0 22	0 90—1 00	....—0 29
Pepper, white	....—0 30	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 14—0 16	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, Cbina, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—There has been an advance of 15c per cwt. on Siams ground in Vancouver. Large sales of this rice were made recently in Montreal at a surprisingly low figure, and the above advance was not unexpected. Higher prices for rice seem likely as there is little coming

from England, and at present it is one of the cheapest foods on the market.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 60
Lustre	4 10
Fancy Rices—	**Per cwt.**
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 20
Polisbed	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna.		
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet bead Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—The market is a little easier—only a shade. There is a fairly good demand, and will be better as the colder weather approaches.

BEANS.—Difficulty is experienced in securing beans 3 lb. pickers. Many cars being sold as 3 lb. pickers run as high as 4½c lb. Retailers are paying around $3.55 and $3.60 per bushel. The new crop of peas is expected in September, and in the meantime difficulty is experienced in securing peas free from bugs.

Beans—		
Canadian, 3-lb. pickers, per busbel...	3 45	3 75
Yellow eyes, per busbel	....	4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per busbel	....	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	....	3 00
Barley, pearl	4 25	4 50

MONTREAL.

CANNED GOODS.—Prices on new pack salmon were named this week, and, taken all around, there is not much change over those of last year. The price of red sockeye is about the same, red spring are slightly higher. Cohoes are about the same, but packers are not anxious sellers, pinks are somewhat lower than a year ago, and chums have advanced a little on account of scarcity. The most important change is in red sockeyes, which are costing the wholesaler $2.21½ per doz. for 1 lb. talls, whereas retailers have been paying $2.20 to $2.25. Many houses are continuing to quote old prices for new pack on all lines.

The price of Cohoes has not changed materially, but, as stated before, packers are not anxious to push this line on account of the demand from Europe. The demand for Sockeyes will be so excessive from England as to make it difficult to fill home orders, especially in talls, which will be in small supply. In fact, it is stated that better prices can be secured at the coast on unlabelled goods than for the Canadian trade.

It is expected that little or no Chums will be packed. The salmon is running, but packers claim that it does not pay to pack them at current prices. It is stated there will be nothing in Chums at $2.40.

Stocks of high grade sockeyes and pinks in the hands of Montreal jobbers' are said to be comparatively small.

The following are prices being paid by wholesalers for new pack goods:

1 lb. flats, red sockeye	2.33¾c
½ lb. flats, red sockeye	1.37c
1 lb. talls, Cohoes	1.38¾c
1 lb. talls, Pinks	.96¼c
1 lb. Red Spring	1.77½c

Re canned vegetables, there has as yet been no final development regarding the proposed three-year agreement between canners and the wholesale trade. Another meeting is being held on Thursday of this week at Toronto between the canners and the Toronto trade, when the proposed agreement will be discussed.

In the meantime, the market has stiffened, particularly on tomatoes. It is stated that prospects are for a crop only 15 per cent. of that harvested in 1914. In view of this, canners have advanced their prices to wholesalers from 80c to 82½c. to 85c. f.o.b. factory, which means a price of 92½c. to the the retail trade. One of the largest Montreal wholesalers stated this week that he expected to see dollar tomatoes soon, and that the general consensus of opinion was that retailers would likely be paying $1.10 to $1.15 for tomatoes by January, as by that time there would be a scarcity of tomatoes as stocks were so light, and conditions would warrant these higher prices.

One or two Montreal houses are carrying heavy stocks of tomatoes, which a few months ago were considered a heavy burden; in view of what has taken place, these tomatoes become valuable property. Apart from one or two houses, however, stocks now are none too heavy. Prices on corn and peas also advanced this week, being now 85c. This is an advance of 5c per doz., which was made by the canners.

ONTARIO MARKETS.

Toronto, Aug. 26.—The good news from the front with regard to the prowess of the Russians and the general bucking-up of the allies has already had an effect upon business. Wholesalers tell us that the very notion of a quick issue from the hotch-potch in Europe acts as a tonic and pessimism gives place to optimism. It was shown not long ago that often bad news and a despondent feeling put the stopper on retailers giving orders to travellers, and just as this is true, so is the converse. A better feeling is abroad.

Retailers should note carefully the state of the canned goods market. Our Montreal correspondent, in his resume on the situation, points out—as does our Toronto report—the appreciation in vegetables, and reports the prediction that canned tomatoes will be at $1.20, and possibly higher, in January. From all signs at this present this, or nearly this, may come to pass. Dominion Canners have raised prices to 92½c; it is not so very long since they were at 80c, and in the cases of one or two lucky ones—well stocked—even as low as 75c. If prices can jump in a short time as they have done so far, and the raison d'etre for their jumping still holds good, there is no reason why a higher market still should not be seen. This year's pack will be remarkably small, while, on the other hand, exports will not decrease in proportion, nor will demand slacken any. Canned vegetables at present prices seem a mighty good buy. It may be possible in one or two cases to get in at slightly under the 92½c figure, which we mention as standard, though such cases are rare.

SUGAR.—The market here is slightly easier, and buying has been rather slower this last week. No change in prices nor fundamental conditions, however, is to be noted, and none is in immediate sight.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—As suggested last week, the tea market—so far as common teas are concerned—shows a downward tendency. Cable advice from London to-day is to effect that at the auction yesterday common teas are nearly a halfpenny down, while medium grades are at least a farthing lower. It is desirable to draw a distinction in what is said of the trend of tea just now. There seems nothing to indicate any descent in price of fine teas. There is none in sight at present. On the other hand, it looks as if common and medium teas may go lower still. As long as common teas at auction are bringing in the neighborhood of 11d. or 1s., or even considerably lower, plucking will continue to be coarse, and, therefore, quality will be coarse and the market for medium and common teas will ease. Fine teas, however, are likely to go higher, as they did at the London auction Tuesday.

A report from the Calcutta Tea Brokers' Association, issued quite recently, said that the total export of teas to all countries is over five and a half million pounds short of last year. That referred to the period of April 1st to

July 21st. There has apparently been a cessation of Russian buying for a time. As pointed out last week, tea brokers in Calcutta think this only a temporary condition.

Meantime, freights to and from Calcutta have again advanced. So have war risks.

DRIED FRUITS.—While there are no advances to record in spot stocks, the situation for futures continues firm, and, in some cases, shows advances. Peaches are a quarter of a cent higher at the Coast. Prunes share the advance. Apricots are still firm. Currants show no easiness at all. Despatches from Patras say that prices to be made on currants will be higher, due to increased freight rates and insurance. It is said that prices will partly depend upon what portion of the crop the Grecian Government orders to be retained.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 08	0 08½
Amalas, choicest, per lb.	0 08½	0 08¾
Patras, per lb.	0 08¾	0 09
Vostizzas, choice	0 10	0 10½
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09¼
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07¼
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10

SPICES.—The trade is again holding off after having obtained some consignments through New York. Celery seed has practically doubled in cost in last six weeks. Cables advise that crops are badly damaged, and prices are steadily advancing, with increasing difficulty in getting orders filled.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	——	—0 15
Cassia, whole	——	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	——	0 27—0 35
Cloves, whole	——	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	——	0 25—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	——	—0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	——	—0 50
Pastry spice	——	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	——	0 35—0 37
Pickling spice	——	0 16—0 20
Turmeric	——	0 18—0 20

NUTS.—Marbots and Grenobles are both well in demand, with firm prices. Shelled walnuts find a pretty fair demand. Most lines seem to have only a hand-to-mouth call, however, though figures are of wide range and advantageously moderate.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

TORONTO.

CANNED GOODS.—Wholesalers here have received new prices on Sockeye salmon No. 1 talls and No. 1 flats. These are the same as last year, being as follows:

Sockeyes, No. 1 talls..2.50c 2.52½c
Sockeyes, No. 1 flats..1.55c 1.57½c

The extra 2½ cents is for lots under 5 cases. Up to present wholesalers have no quotations on 1 lb. flats. Prices on cheaper grades are expected in a day or two.

All lines of canned vegetables seem to be in fair demand now and prices are firm. In some cases they have advanced. The canners have put up prices on tomatoes to 92½ cents, an advance of another 2½ cents—from 80 to 85, then to 90, now to 92½ cents in a few weeks. The reason is smallness of this year's pack. It will likely be only a fraction of normal. There is, too, some export going on. There is no sign of lower but every sign of higher levels in near future. Prophesies are rife that we will levels above $1 in December and January. Certainly there are no factors on the surface to put prices lower. Corn and peas are also in good demand. Corn is even being exported to Britain. It is suggested that the soldiers probably like to have it and that is why it is going over. Peas are selling well at attractive prices.

MANITOBA MARKETS.

Winnipeg, Aug. 25.—The past week has been full of interest in the western commercial field. Harvesting is in full swing and Western Canada has now 50 per cent. of the biggest and best crop it has ever had in the stook. In southern Manitoba and in southern Saskatchewan cutting is nearly finished. On the whole the West's crop is made and threshing will be started next week. Wholesale houses have been busy during the past two weeks getting fall goods out and though the grocery trade has not experienced the remarkable activity noticeable in other lines, there has been a satisfactory country trade based on an increased consumptive demand as may be expected in harvest and threshing time.

A few weeks fine weather will put everything in excellent shape. Bad weather would however, mean serious loss as labor is not too plentiful and so much of the standing grain is now dead ripe that it would be easily injured by high winds or heavy rains.

Wheat prices are somewhat discouraging showing a marked downward tendency. The big concerns are no doubt selling short on the crop prospects looking for a flood of wheat in October. Lower prices seem inevitable but much depends on the export demand and on the situation in the Dardanelles.

If Canada can get a profitable price for the 150,000,000 bushels of wheat she has for export this year, there is no need for anxiety as regards the Western business situation.

As regards prices there is little of interest to note except an advance in sugar for which readers of Canadian Grocer should ere now have been prepared. An advance in sugar is not appreciated in the midst of the preserving season even though trifling. At the same time peaches, plums, etc., are plentiful and cheap and are well worth featuring as preserving lines especially as wild fruits and native garden berries have been scarce.

SUGAR.—There is a very good demand for sugar from both the city and country dealers. Big business, that is New York, is responsible for an advance of 10 cents per cwt.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 15
Extra ground or icing, boxes	8 00
Extra ground or icing, bbls.	7 80
Powdered, boxes	7 80
Powdered, bbls.	7 60
Hard lump (100-lb. cases)	8 10
Montreal, yellow, bags	6 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Halves, 50 lbs., per cwt.	7 25
Bales, 20 lbs., per cwt.	8 00
Powdered, 50s	7 55
Powdered, 25s	7 90
Icing, barrels	7 85
Icing, 50s	8 10
Icing, 25s	9 65
Cut loaf, barrels	7 95
Cut loaf, 50s	8 20
Cut loaf, 25s	8 45
Sugar, British Columbia—	
Extra standard granulated	7 10
Bar sugar, bbls.	7 25
Bar sugar, boxes	7 50
Icing sugar, bbls.	7 45
Icing sugar, boxes	7 10
H. P. lumps, 100-lb. cases	7 95
H. P. lumps, 25-lb. boxes	8 20
Yellow, in bags	8 70

BRITISH COLUMBIA MARKETS.

By Wire.

Vancouver, B.C., Aug. 26.—Business has been fairly brisk this past week, and there is a good outlook. A big shipment in dried fruits is expected next week, and there are no changes in markets.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	....	0 31
New Zealand cubes	....	0 36½
New Zealand brick	....	0 37
Cheese, per lb., large	....	0 19
EGGS—		
Local fresh		32 c
Extra selected		28 c
Vancouver Island		32 c
Lard, 3's, per case		8 55
Lard, 5's, per case		8 47
Lard, 10's, per case		8 40
Lard, 20's, each		2 73

GENERAL.

Almonds, shelled, lb.	0 45

Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evap. apples, 50's	09 c
Flour, 49's, bbl.	7 50
Lemons, box	3 75 4 25
Potatoes, per ton	18 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	½c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1 s, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	19 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (CALGARY).

By Wire.

Calgary, Alta., Aug. 26.—Enormous quantities of ripe tomatoes are on market, four basket crates selling at 60c. Potatoes are down to 45c. Rolled oats are down to $3.40 for bales and $3.05 for 80's. Cheese is lower at 17c. Eggs are up to 21c. Lard is down to $8.55 for 3's and $8.50 for 5's. Salmon, pink, is $4.50. Cantaloupes are $5, and oranges are still climbing, now $5.75 a case. All kinds of garden products are very plentiful, of splendid quality and very cheap.

General—		
Beans, small white Japan, lb.	....	0 06¾
Flour, No. 1 patent, 98's	3 50	3 60
Rolled oats, bail	....	3 40
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	....	4 00
Potatoes, new, per bush.	....	0 45
Sugar, pure cane, granulated, cwt.	....	7 75
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	....	0 17
Butter, No. 1, dairy, lb.	....	0 22
Eggs, new laid, doz.	....	0 21
Lard, pure, 3s, per case	....	8 55
Lard, pure, 5s, per case	....	8 50
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 65
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 25
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48xls, per case	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 17½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Fruits and Vegetables—		
Blackberries	....	2 00
Blueberries, Ont., basket	....	[illegible]
Cantaloupes, crate	....	5 00
Grapefruit, Cal.	....	5 00
Oranges, case	....	5 75
Lemons, case	....	[illegible]
Tomatoes, 4-basket crates	....	0 60

ALBERTA MARKETS (EDMONTON).

By Wire.

Edmonton, Aug. 26.—Since 10th of the month two advances in sugar of 10c each have occurred. Cereal millers are advising a clean out in stock of flour and rolled oats, as new crop will soon be on the market. New pack salmon prices are out for this territory. Red sockeye No. 1 and cohoe open identically same as 1914 pack. Pink salmon opens 25c a case cheaper. Rice has advanced from $2 to $3 per ton, and is now $3.90 per cwt. Borden Milk Company are allowing 25c a case on family milk until September 16, affecting this district only. In canned goods, apples are going higher. Eggs are up to 23c, and for No. 2 to 17c. In lard, 3's are down to $8.40; 5's to $8.35; 10's to $8.25, and 20's to $2.70. Ontario beans are firm at $3.90 and Japans are $3.90 to $4. Evaporated apples are up to 9½c to 10c. Potatoes, new, are 35c to 40c a bushel. Salmon, sockeye, are $9.70 a case, and cohoes $5.85.

Produce and Provisions—		
Cheese, new, lb.	0 17½	0 18½
Butter, creamery, per lb.	....	0 3
Butter, dairy, No. 1, 26c; No. 2	....	0 17
Eggs, dozen	....	0 23
Eggs, No. 2	....	0 17
Lard, pure, 3's, per case	....	8 40
Lard, pure, 5's, per case	....	8 35
Lard, 10's, per case	....	8 25
Lard, pure, 20's, each	....	2 70
General—		
Beans, Ontario, per bushel	....	3 90
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 09½	0 10
Potatoes, per bush.	0 35	0 40
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $3.55; 80's	....	3 15
Flour, 98's	3 40	3 55
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	7 75	7 85
Sugar, yellow, per cwt.	....	7 35
Canned Goods—		
Apples, gals., case	....	1 50
Corn, standard, per two dozen	2 00	2 10
Peas, standard, 2 dozen	....	2 10
Plums, Lombard	....	2 20
Peaches	....	3 25
Strawberries, $4.45; raspberries	....	4 90
Tomatoes, standard, per dozen	....	2 50
Salmon, sockeye, 4 doz. talls, case, ls	....	9 70
Cohoes, 1's, $5.85; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

SASKATCHEWAN MARKETS.

Regina, Sask., August 26.—Ideal weather has greatly increased crop prospects and business men are optimistic as to general conditions in the West. Wholesale grocers state business is picking up in country districts, partly on account of great influx of farm labor for harvest fields. Cutting is now general in the province. Local markets show little change. Evaporated apples are up to 9¼c; gallon apples are up to $1.53; corn, $2.00; peas $2.00; plums $2.10; peaches, $3.50 and tomatoes $2.45 to $2.60; potatoes are down to 80c; pears are $2.25; canteloupes, $5.00; crab apples, $2.50.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 21
Cheese, per lb., large	....	0 16¼
Eggs, new laids	....	0 18
Lard, 3's, per case	....	8 60
Lard, 5's, per case	....	8 55
Lard, 10's, per case	....	8 50
Lard, 20's, each	....	2 82
General—		
Beans, Ontario, per bushel	....	3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 95
Apricots, per lb.	....	0 12
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	....	7 54
Sugar, yellow, per cwt.	....	7 14
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 53
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 00
Peas, standard, per 2 dozen	....	2 00
Plums, Lombard	....	2 10
Peaches	....	3 10
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 45	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 65
Sockeye, ½'s	....	12 45
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 00
Fruits and Vegetables—		
Apples, fancy, box	....	2 50
Celery	....	0 10
Sweet potatoes, per crate	....	4 50
Lemons	....	5 00
Oranges, Valencias	....	5 50
Potatoes	....	0 80
Potatoes, new	....	1 00
Tomatoes	....	2 00
Dried Fruits—		
Currants, per lb.	....	0 09½
Prunes, 70-80, 25's, lb.	....	0 10½
Evap. apples, 50's, lb.	....	0 09¼

WINNIPEG.

FRESH FRUITS.—Oranges are scarce and dear, now selling at $5.75 to $6.50 per case. Box apples are lower about 25 cents per box, while plums and peaches are plentiful and cheap. California Malaga grapes are in the market at $2.75 per case. Manitoba new potatoes are worth 50 cents per bushel. Dry weather is telling on the potato crop and it is not likely to fulfill early promise. All native vegetables will be a light crop.

Fresh Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	2 00	2 25
California cherries	....	2 50
Cocoanuts, dozen	....	1 00
Mississippi tomatoes, case	....	1 50
Peaches, case	1 00	1 15
Plums, case	1 00	1 15
Bartlett pears	....	2 25
Red currants, 24-qt.	....	2 50
Tomatoes, 4 in case	....	1 00

VEGETABLES.—

Vegetables—		
Beets, per lb.	....	0 01½
Mint, per dozen	....	0 20
Radishes, per dozen	....	0 15
Onions, per dozen	....	0 15
Cabbage, per lb.	....	0 01½
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Mushrooms	....	0 35
Carrots, per pound	....	0 02
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 30
Rhubarb, per lb.	....	0 01½
Australian onions, crate	....	4 00
Cauliflower, per dozen	....	1 00
Spinach, per lb.	....	0 03
Asparagus, dozen	....	1 25
Garlic, lb.	....	0 40
New potatoes, bushel	....	0 50
New beans, pound	....	0 05
New peas, lb.	....	0 05
New turnips, lb.	....	0 01½

RICE AND TAPIOCA—

Rice and Tapioca—		
No. 1 Japan, per lb.	....	0 05
No. 2 Japan, per lb.	....	0 04¾
Sia, per lb.	....	0 03¾
Patna, per lb.	....	0 07½
Carolina, per lb.	....	0 08½
Sago, pearl, lb.	....	0 06½
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES—

Beans—		
Canadian, hand picked	3 85	3 95
Three-lb. pickers	....	3 65
California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 08½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 98 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	....	6 00
Sack, 40's	....	3 02
Whole peas, bushel	....	2 90

NUTS.—

Nuts—		
Brazil, new stock	....	0 15
Tarragona almonds	....	0 19
Peanuts, roasted Jumbos	0 12½	0 14
Peanuts, choice	....	0 10
Pecans	....	0 22
Marbot walnuts	....	0 14½
Sicily filberts	....	0 14¾
Shelled almonds	....	0 41
Shelled walnuts	....	0 41

New Brunswick Markets

(By Wire.)

St. John, Aug. 26.—Local dealers say that conditions through the province are generally fair. Collections in some parts might be better. Volume of business corresponds well with other years and prospects are encouraging for crops in most sections. Some have been retarded by bad weather during the last fortnight. Fine weather is hoped for to brighten conditions with farmers.

Along the North Shore fishing was never better. There have been big catches of cod at good prices and brisk buying, tending to make country there promising. Collections are particularly good for dealers doing business there.

The potato crop in that section is only fair and haying could be better. Elsewhere in the province potatoes are better and dealers look for an average harvest at normal prices. These are now 60c to 70c per bushel. There is a plentiful supply of apples and these are coming in from country districts at $3.50 to $4.00 per barrel. Conditions are unfavorable to a large crop in New Brunswick but reports to dealers from Nova Scotia indicate a fairly good supply there. Raspberries are fairly plentiful with the season closing. Blueberries are coming in good quantities. General green goods supply is satisfactory with prices average.

Dealers are watching wheat market closely. Buying is slow expecting drop in both patents soon. Millers are advising trade to go easy for the present. Ontario flour is easier at $6.90. Sugar market appears to be firm with the possibility of an advance. Sales are slow with most wholesalers the bulk being not nearly so good as in former years. Molasses continues to advance, market being steady. Advices to dealers say that Barbados are cleaned up with no new stock offering. Supplies here are very low. There is another cent increase, prices now being 50c to 51c. Merchants here would not be surprised at it reaching 60c. American pork is easier at $23.50 to $26.00.

Dried fruits are firm. Currants are up to 9¼c to 9½c. Cheese market is dragging heavily with large stocks and slow sales. Prices are unsatisfactory. Butter is easier, supplies being fairly good. Creamery is now 26c to 27c. There are fewer eggs reaching the local market. Prices are stronger at 23c to 24c and ready sales are made at even little better quotings.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	23 50	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 26	0 27
Eggs	0 23	0 24
Lard, compound, per lb.	0 11¼	0 11¾
Lard, pure, per lb.	0 12½	0 12¾
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	7 85
Flour, Ontario	....	6 90
Rolled oats, per bbl.	....	7 50
Oatmeal, standard, per bbl.	....	8 25
Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	2 80	3 25
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 50	0 52
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09¼	0 09½
Rice, per cwt.	4 25	4 50

A LARGER CEREAL HARVEST.

Larger harvests of cereals than last year is the forecast for the world's principal producing countries by the International Institute of Agriculture at Rome, which reported by cable to-day to the Department of Agriculture here. Spain, Ireland, Italy, European Russia, Switzerland and the United States this year show aggregates: 1,029,000,000 bushels of rye, an increase of 18.7 per cent. over 1914. Oats production in those countries and England, Scotland and Tunis aggregates 2,643,000,000 bushels, an increase of 24.1 per cent.

Barley production in those nations and Japan aggregates 967,000,000,000 bushels, an increase of 19 per cent.

Wheat production in the ten countries named and India and the winter wheat of Canada aggregate 2,583,000,000 bushels, an increase of 17.9 per cent.

COSTS MORE TO MAKE BLUING.

It is interesting for the trade to know that among other rises in prices the cost of manufacturing bluing has risen greatly since the war began. Ultramarine blue according to the representative in Canada of a large British house, is to-day 150 per cent. higher than when the war began. The reason of this is, that this dye comes chiefly from Germany and of course, the supply is cut off. This constituent of bluing is secured to-day from small holders in Great Britain and of course, some manufacturers had supplies on hand sufficient to last them for some time when war started. Added to that the cost of the wooden boxes for packing bluing has advanced some 40 per cent. The timber for these comes to Great Britain from Sweden and the trade well knows that shipping from this country has been considerably hampered.

CATALOGS AND BOOKLETS.

Canadian Grocer is in receipt of an attractive booklet from the S. F. Bowser & Co. Inc., Fort Wayne, Ind. This is the August issue of the Bowser Boomer which is published semi-monthly. This issue deals particularly with the California Exposition and contains a number of very interesting views, among which are the exhibits of the Bowser Co. at the big fair. At this exhibition this company was given the Grand Prize and Gold Medal in connection with their oil tank exhibit.

THREE ENLIST FROM ONE STORE.

Robert Benson, of Benson & French, grocers, St. Catharines, Ont., has joined the colors; also E. Rowden, clerk in same store has enlisted. Quite recently the driver, Duncan Sewell, enlisted and had a presentation made to him by the firm. The business will still be carried on as Benson & French, at present under the personal direction of G. R. French.

ANOTHER STAFF MEMBER JOINS THE COLORS.

E. W. Earl, who has been a member of the inside staff of Canadian Grocer for the past couple of years and with the MacLean Publishing Co. for about four years has left to join the colors. He enlisted last Friday and is now in training with the Divisional Cyclist Corps for oversea duty. Mr. Earl was one of the valued members of the staff who had a bright future before him in the trade newspaper field and his safe return is hoped for. On Tuesday evening at five o'clock he was presented with a wrist watch with radium face and also a compass with radium dial, by his fellow employees on the MacLean staff.

The North and South side London, Ont., grocers played a game of base ball at Tecumseh Park, last week. The South Side boys were victorious, the score being 23 to 18. The batteries were for the North Side, Ranchan and Hayes and for the South Side, Smith and Uptigrove. Ernie Dinsmore, formerly of the Canadian League, umpired the game satisfactorily to both parties. A London despatch says that Harry Banahan of the North Side could not get his spit ball working, so he was relieved in the fifth innings by Hammond of the London Canadian league team

Oranges Are Higher in Price

Cherries Now Over; Berries Sell Well—Spanish Onions Higher—Tomatoes Lower in Montreal, Up in Toronto—Apricots and Squash New Arrivals—Corn Getting Cheaper.

MONTREAL.

FRUIT.—Canadian apples—Duchess—have come down in price on account of bigger receipts. The lower prices are resulting in a bigger demand. For No. 1's they are quoting $3, and $2.75 and $2 for No. 2's and 3's. Yellow Transparents are getting scarcer, and are about done. The apple crop this year is inclined towards the small size, which means there are not many No. 1's. Alexanders and St. Lawrence will be here shortly, to be followed in a month by Fameuse. Canadian melons are arriving freely, and are much cheaper. Larger ones are quoted at $10 a doz and smaller ones at $7. There is no change in bananas. Blueberries are going well, and are bringing $1.75 per box. There are only a few grapefruit here and there, and there is practically no demand. For oranges, dealers are asking as high as $6 per box—that is, for late California Valencias. At that price the demand is not very heavy. Peaches have dropped to $1.25 per box, and are also being offered in crates of six baskets for $2.25.

Apples—		
Duchess, No. 1's	....	3 00
Duchess, No. 2's	....	2 75
Duchess, No. 3's	....	2 00
Bananas, bunches	2 00	2 25
Blackberries, small pail,	....	0 50
Blueberries, Saguenay, 16-qt. boxes	....	1 75
Grapefruit, 46-54-64-80-96	....	3 25
Grapes, Belgium hotbouse, lb.	....	1 00
Grapes, Cal., crate, 4 baskets	....	2 50
Lemons—		
Messina, 300 size	3 25	3 50
Verdillis	....	4 00
Limes, box	....	1 40
Oranges—		
Valencias, Cal., late 126-250	....	6 00
Jamaica, 196-200-216	....	3 50
Pineapples, 18-24 and 30-36	....	2 50
Peaches, preserving, basket, 11-qt.	....	0 75
Peaches, box	....	1 25
Peaches, crate 6 baskets	....	2 25
Pears, new, box	....	3 00
Plums, preserving, basket, 11-qt.	....	0 50
Plums, table, box 4 baskets	....	2 00
Cantaloupes, box of 45	....	3 50
Apricots, box	....	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—A new arrival on this market during the week was egg plant, which are being offered at 40c to 75c per doz., according to size. This is a reasonable price, considering that these bring as high as $2-$3 per doz. during the winter. Tomatoes have declined to 25c-35c per box., and are not expected to go much lower. These boxes contain about 30 lbs. Potatoes are having a good sale at old prices. Another new arrival this week is squash, which have opened at $1 per doz. These are the first Canadian squash on the market this year. Vegetable marrow have dropped to 50c per doz. since a week ago. The quality of cauliflowers is poor. Corn has almost got down to its proper level, and is selling as low as 7c per doz., although for good stuff it is necessary to pay 10-15c. There is lots of corn arriving. Cucumbers have dropped to 10c

Beets, doz. bunches	....	0 35
Beans, wax, Montreal, per bag	....	0 50
Beans, green, Montreal, per bag	....	0 50
Cabbage, Montreal, per doz.	0 35	0 50
Carrots, 3 doz.	....	0 50
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	0 50	0 75
Corn, doz.	0 10	0 12½
Cucumbers, fancy, doz.	....	0 10
Leeks, bunch	....	0 15
Head lettuce, doz.	0 40	0 50
Curly lettuce, 3 doz.	....	0 50
Onions—		
Montreal, doz. bunches	....	0 50
Parsnips, doz.	0 25	0 35
Parsley, Canadian, doz. bunches	...	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
American, new, bbl.	....	2 00
Radishes, doz.	....	0 15
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	....	0 75
Turnips, new, doz.	....	0 20
Turnips, bags	....	1 25
Tomatoes, hothouse, lb.	....	0 10
Tomatoes, Montreal, box	0 25	0 40
Vegetable marrows, doz.	....	0 50
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—One more berry—the Lawton berry—has made its appearance, and sold at 6c to 10c a basket. Quality was only poor, however. Peaches, on the other hand, were better quality, and came in in fairly good quantities; 11-qt. baskets sold all the way from 35c to 80c a basket; 6-qts. in proportion. Plums have found a much better demand this week; they had been rather slow heretofore. Ordinary brands brought as high as 40c and high-class stuff 60c. Red currants are slow at 5c and 6c. Pears are now of better quality, and Canadian stuff as well as California is getting a fair demand. Cantaloupes, both Canadian and imported, are now coming in fairly freely and prices are down. Something new on the market is apricots. These are worth 35c to 45c per 11-qt. basket. Watermelons are down about 10c. They have not found a big demand as yet. Oranges are firmer and higher by 50c. Grapes remain unaltered. Business generally is quite good, and berries and small fruits have found particularly good business.

Apples, new, imported	1 25	1 30
Apples, 11-qt. basket	0 30	0 40
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 50	1 75
Blueberries, 11-qt. basket	1 00	1 50
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, case	3 25	4 00
Cantaloupes, Can., 11-qt. basket	0 35	0 40
Grapes, Cal., case	2 25	2 75
Oranges—		
California Valencias	5 00	6 00
Lemons, new, Messina, box	3 75	4 00
Limes, per 100	....	1 50
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 25	2 50
Peaches, Canadian, large basket	0 25	0 40
Pears—		
California, Bartlett, box	2 50	2 75
Canadian, 6 qts.	0 30	0 35
Plums, Canadian, ½ basket	0 18½	0 25
Plums, Canadian, large basket	0 30	0 65
Plums, box	1 25	1 75
Raspberries, box	0 08	0 12
Thimbleberries, box	0 06	0 10
Watermelon	0 35	0 50

VEGETABLES.—Tomatoes are firmer all round. They are lower than our last week's quotation, but they suffered a decline the early part of the week, which they have partially recovered since. Cabbage is much reduced and is said to be a drug on the market. Cucumbers are selling at 15c to 25c per 11-qt. basket, but some of them are of such poor quality that they would go below that figure. Egg plant is still shipped in heavily and sells at a low figure. Red peppers are here now, and are going at 40c or 50c. Green peppers are still getting good demand. Lettuce and radishes, after being a drug on the market for the last six weeks or so, are finally done with. Spanish onions have firmed up on big demand, and we have advanced our prices about 15c. Potatoes show little change. With regard to the rot question, this would not be apparent just yet, in any event, and it is stated by some in the trade that reports have been greatly exaggerated and that little rot will be shown. Cauliflower has only a fair sale at $1 to $2 a dozen; a wide range, according to quality. Celery and carrots are slightly easier.

(Continued on Page 45.)

Trout and Whitefish Higher

Toronto Sees Appreciated Levels in Lake Fish—Bad Weather May Have Shortened Supplies —Mackerel Prices Uncertain—Flounders Now Imported From New York —No Canadian Lobster Selling.

MONTREAL.

FISH AND OYSTERS.—Trade is improving some, but not according to expectations. The turnover generally is in as big a volume as it was last year, but prices are subject to so many fluctuations, it is hard for trade in first hands to keep prices steady. For this reason, margins are small as a rule. All lines of fresh fish this week are limited in quantity, and a famine of halibut was threatening, but at the last moment, reports arrived that supplies would be available for this week, but at an advance of a cent per lb. Both western and Gaspe salmon have been and are scarce, but there is signs of improvement, and prices are much higher. Lake fish supplies are only arriving in a small way, but next week large supplies will be available from the Manitoba Lakes at reasonable figures. Indications are that salt and pickled fish will start to move the beginning of September. So far, it is admitted that opening prices should be comparatively low.

Oyster trade in both bulk and shell, is improving, and a little cooler weather would stimulate the demand, The first of September is opening day for cultivated shell oysters in this country, and as it is a new venture, there is speculation as to whether the market will respond to expectations. Some shell oysters have been offered for delivery in September by express at $9-$10 per bbl.

TORONTO.

FISH AND OYSTERS.—The scarcity in supplies of trout and whitefish in particular and lake fish in general has now reigned for two or three weeks and threatens to become more acute instead of less so. Whitefish, firm for some days, has gone up and is selling for thirteen and fourteen cents this week. Trout is up a cent too at 13 c. Presumably the catch is off; the recent bad weather will have doubtless been a factor. The sea fish that is, such lines as mackerel and flounders, are likewise scarce and uncertain. Twelve cents is being asked and gotten for flounders, which are coming from New York. Mackerel, we quote at 18 cents, but higher than this is known to have been asked. There is no Canadian lobster around at the moment and supplies are coming from Portland. This is increasing prices, and we quote 38 cents as an average; formerly 30 cents was the figure; so that this gives some indication of the manner in which prices are reflecting the scarcity in certain lines. General demand is good and the hotels seem to be taking especially large amounts of fish at present.

SMOKED FISH.

	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.10	.10
Haddies, Niobe, boneless, per lb...	.08½	....
Herring, Ciscoes, per lb.	.10	12
St. John bloaters, 100 in box	1.10	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.20	....
Smoked boneless herrings, 10-lb. box	1.20	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.

Salmon—	Montreal	Toronto
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08-.08½	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.08½-.09	.09-.10
Halibut, eastern, chicken, per lb...	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.03½-.04	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.04-.04½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	3.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.

Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	6 00	....
Dried pollock, medium and large, 100 lb.	6 00	....
Dressed or skinless codfish, 100-lb. case..	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes.	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.

Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	....
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each..	0 40	0 40
Sealed, best select, quart cans, each.	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.

Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, medium and large, lb.	0 22	0 38
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.

	Montreal	Toronto
Halibut	11½—12½	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	12
Salmon, Western	15 —16	17 —18
Salmon, Eastern	15 —16	17 —18

FRESH LAKE FISH.

Carp, lb.	0 08	....
Pike, lb.	0 07½	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	13—14
Herrings, lb.	0 04	0 0
Lake trout	0 11	12—13
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	12—13	....

FROZEN—LAKE AND RIVER.

Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.

Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs..	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs..	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs.	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

FRUIT AND VEGETABLES.

(Continued from page 44.)

Asparagus, Canadian, baskets	....	1 50
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, crate	0 20	0 40
Cauliflower, hamper	1 00	2 00
Carots, new	0 15	0 25
Celery, doz.	0 25	0 30
Corn, doz.	0 12	0 15
Cucumbers—		
Canadian outdoor, basket	0 10	0 20
Egg plant, doz.	....	1 50
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb. bags	0 85	1 00
Can., 100-lb. sacks	2 25	2 50
American	0 85	0 95
Bermudas, crate	1 20	1 30
Green onions, doz.	0 12½	0 20
Spanish, case	3 00	3 25
Peppers, basket, green	0 35	0 50
Peppers, red	0 40	0 50
Green peas, Can.	0 95	0 35
Potatoes, Ontario, new, bag	0 75	0 90
Parsnips, 11-qt. basket	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	1 25	1 50
Tomatoes, Canadian	0 17	0 25
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow, doz.	0 15	0 25

Cheese and Lard Down Again

Let Up in Export Demand for Cheese — Condition Said to be Temporary — Lots of Eggs Coming—Brisk Call for Dairy Butter—Ducklings and Broilers in Request.

MONTREAL.

PROVISIONS.—There still continues a good demand for meats, and there is a shortage of cuts of breakfast bacon. Pure lard declined last week ½c lb., and a cut was made of ¼c on compound lard. A decline also occurred in the price of clear fat backs, which are now quoted at $27.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	27 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¾
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., each	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¼
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 60	14 00

BUTTER.—Market is firm due to exporting inquiries, but the same position remains as regards difficulty in getting cold storage space, consequently there is very little going forward. This condition, however, keeps the market firm, as it is anticipated that later in the fall there will be a lot going out. There is no change in the selling price.

Butter—		
Finest creamery	....	0 29
Dairy prints	....	0 28
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—Market continues weak, with a falling off in demand for export. It is understood that this condition is only temporary, and that the European demand is bound to pick up sooner or later. The highest prices secured for old cheese from retailers is 18c.

Cheese—		
Old make	....	0 18
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—Dealers state they are looking for an advance in the price of new laids, but not in the price of storage. Harvest eggs will be coming along soon, that is, eggs resulting from the better feed secured during harvesting.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 19	0 20

POULTRY.—Demand is not very heavy, but is not falling down particularly on any line. Dealers are able to clean up fairly well, and prices are fairly well maintained. They are about the same this week as they were last. Live fowl are still the big sellers. There is a good demand for duckling of about 3 lbs. each, if fat; trouble is majority come so poor, they have to be sold for lower prices.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	....	0 25
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 18
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Contreal.

Receipts of butter, cheese and eggs in Montreal are:

	boxes	boxes	cases
Week ending Aug. 21, 1915	12,574	69,842	10,151
Week ending Aug. 22, 1914	9,559	63,424	5,524

TORONTO.

PROVISIONS. — There is nothing noteworthy in the provision market this week. Lard remains more or less stationary and there is the demand for bacons which characterized the market last week still felt.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	....	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 14
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11½	0 12
Tubs, 60 lbs.	0 12	0 12½
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 13½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¾	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—We have only one price change to note this week and that is the widening of the range of dairy prints, which are selling now at anything from 23c to 26c. There seems to be a big demand for dairy; some people evidently prefer this variety in the summer. Creamery is fairly active, with fair supplies. There is some export still going on.

Butter—		
Creamery prints, fresh made	0 29	0 30
Separator prints	0 26	0 28
Dairy prints, choice, lb.	0 23	0 26
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Again the cheese market has dropped and large cheese is quoted at 14 cents, and that freely. Domestic demand, seems to have eased off a little, and supplies are very large. Meanwhile, export business is practically nil, even at the low levels offered. This, however, is probably only a temporary condition and we shall see export business coming along after the quietness. It is interesting to look back at copies of Canadian Grocer of only three months ago or so when cheese was worth 21 cents and more.

Cheese—		
New, large, per lb.	0 14	0 14¾
New, twins, per lb.	0 14¾	0 15¼

EGGS.—There are no price changes in the egg market since our last writing.

Supplies are coming into Toronto very freely at this time, notwithstanding the unsettled weather. Demand is steady and shows little fluctuation. Export has dropped a little, just temporarily. The sultry weather makes problematical the conditions of the eggs; they will not keep a long time in storage when gathered during these sultry days. Nevertheless, export is going on and that to a greater extent than this time last year.

Eggs—		
Specials (in cartons), doz.	0 25	0 27
No. 1s (straight new laids)	0 24	0 25
No. 2	0 18	0 19
Cracked	0 16	0 17

MOLASSES OF VARIOUS GRADES.

(Continued from page 18.)

this kind thus increasing its quality. In the final crystallization there is always a portion of sugar uncrystallized remaining as a viscous liquid in contact with the crystallized particles. This natural invert sugar which is in the juice, the small portion formed from the sucrose during the process of manufacture, and the part of sucrose remaining uncrystallized in the mother liquid constitute the molasses. In the washing of sugar the water which is used also passes into the molasses, thus diluting it somewhat from its natural consistency. In the sugar refinery the molasses is made up of practically such materials as just mentioned, but inasmuch as the separation of the sugar is more complete the other portions of the molasses, namely, the mineral salts, particularly appear in a very much larger proportion than in the ordinary molasses as will be seen by the analysis of these bodies.

"Blackstrap" A Questionable Diet.

From this it will be evident that there exist different grades of molasses, some containing so much sugar and so little mineral matter, as to possess a high food value and to be a very desirable food. The final product of the treatment of sugar cane juice, is, on the other hand, so poor in residual sugar and so loaded with mineral matters, added during the processing for removal of sugar, as to be a very questionable article of diet. "This product" the report says "otherwise known as treacle or 'blackstrap' finds its proper place as a cattle food or as material for the production of alcohol. More methods of sugar production are such as to render this final product much less desirable as a food than formerly, and if sold for human food at all, it should be known by a specific and truly distinguishing name."

The United States Standard.

The standards for molasses as recommended by the Washington, D.C., authorities are as follows:

"Molasses is the product left after separating the sugars from massecuite, melada, much sugar or concrete, and contains not more than twenty-five (25) per cent. of water, and not more than five (5) per cent. of ash."

Prof. McGill while stating that these standards are satisfactory so far as they go, thinks they might be made still more definite to advantage. The report that he has made will supply a basis for further consideration of the matter, with a view to recommending satisfactory standards. Of the 140 samples reported, 75 contained less than 40 per cent. of cane sugar and should on his authority be considered as doubtfully suited for human food under the name "molasses." Thirty-eight samples contained more than 5 per cent. of ash and would undoubtedly be more correctly offered as "blackstrap" than as molasses. These decisions of course can only be regarded as conditional until legal standards have been established. The bulletin is No. 312 and a copy may be had on application from the department.

GROCERS—Now is the time to buy

PEACHES and PLUMS

First Crawfords will be in the market this week and will continue for three weeks. Plums: Gages, Burbanks and Bradshaws are ready now. There is a good crop of very fine quality, and in order that it may be moved to advantage, it is advisable that you interest the consumer in buying now.

FRUIT BRANCH

DEPARTMENT *of* AGRICULTURE, OTTAWA

Ontario Flour Firmer: Mill Feeds Scarce

Said to be a Scarcity of Ontario Wheat Flour—Export Demand Still Quiet—Domestic Call Low, However—Feeds Still the Strong Spot in Grain Markets—Rolled Oats Are Firmer.

MONTREAL.

FLOUR.—On account of New Ontario wheat ariving so damp, and the farmers now arriving with their oat crop, the mills are not offering much Ontario flour, which has resulted in a fairly strong market. Dealers claim to have secured ten cents a bag more for their 90 per cents this week than last. It is expected that offerings will be coming along more freely now, as there has been a lot of warm weather, which has helped to dry the wheat. Strange as it may seem, it is claimed that there is a scarcity of Ontario wheat flour. This is accounted for by the fact that everybody has been letting their stocks run down expecting new crop coming along at old prices; consequently they have been caught. But from now on, offerings will arrive more freely. Dealers here state that it would not be surprising to see a drop in Manitoba, and recommend that quotations be watched carefully. They point to the opening of the Russian wheat market, the large crops on this continent, the fact that exchange is so high, and that ships for export are scarce, and their rates almost prohibitive. For these reasons they state that wheat is almost bound to continue to go down, and flour must follow. Quotations are the same as have prevailed for several weeks—7.10 for first patents, 6.60 for second patents, and 6.40 for strong bakers.

Manitoba Wheat Flour—	Per bbl.	of 2 bags
First patents	....	7 10
Second patents	....	6 60
Strong bakers	....	6 40

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 80	6 00
90 per cent. in wood	5 40	5 60
90 per cent., in bags	2 50	2 60

CEREALS.—There is a slightly firmer tone to the market for rolled oats. There is a good demand, but only for quick shipment. Dealers, whose stocks are getting pretty low, are buying only in 25 bag lots, and are waiting for the market to drop. Other lines of cereals remain about the same.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15
Rolled Oats—	90's in jute.	
Small lots	3 25	3 35
25 bags or more	3 15	....
Packages, case	....	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.	
Small lots	....	3 80
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 60
Rye flour, bag	....	3 25
Barley, pot	....	3 60

FEEDS.—Millfeeds remain about the only thing on this market that is scarce, and as most of the mills are closed down, it looks as if this condition is likely to continue for a time. It is stated that if the reported damage and resultant sprouting of wheat in Ontario is as extensive as is thought, there is a possibility that the damaged wheat will be offered as feed, which should have the effect of easing off the market, prices are the same as have been quoted for several weeks.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 30
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, bush.	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—There is a fairly strong market in Ontario winter wheat flour, because supplies are not as heavy as demand would warrant. Demand has unexpectedly bucked up, particularly in case of export, but it was slow for a considerable time with the result that buyers' supplies ran short and hence they come altogether for new stocks. The mills, used to the slack demand which has characterized the market for some weeks, were short on supplies. There is no price change, therefore, though we hear of one case where slightly higher prices than our levels were asked. Old Country buyers still hold off, particularly for lower prices, and this suits millers right now, inasmuch as the exchange difficulties which we have remarked recently do not make them anxious to take orders for shipments at any far distant date. By the by, it is said there is to be a settlement of this exchange question at no very distant time, and that British and American financial authorities are conferring thereupon.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	7 20	7 00
Second patents	6 70	6 50
Strong bakers	6 50	6 30

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	6 20	5 70
90 per cent.	6 00	5 60
Straight roller	6 00	5 60
Blended flour	6 20	5 80

CEREALS. — Everything, but rolled oats shows quietness. Oats have taken a turn for the better and are distinctly firmer with a good demand. Supplies are adequate, however, for present needs.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—These still remain the strong spot in the grain market, owing, chiefly, to the fact that supplies are short, which, in its turn, is the result of fewer mills running and all mills running less.

Mill Feeds—	Mixed cars, per ton	
Bran	26 00	27 00
Shorts	28 00	29 00
Middlings	33 00	34 00
Wheat moulee	37 00	38 00
Feed flour, per bag	1 90	1 95
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG.

FLOUR AND CEREALS.—A very marked decline in wheat may be expected to bring about a decline in flour in the immediate future. No change is yet announced.

Flour—		
Best patents, per bbl.	....	7 00
Bakers'	....	6 50
Clears	....	5 60
XXXX	....	4 50
Rolled oats, 80 lbs.	....	3 10
Cornmeal, 98 lbs.	....	2 25



YOU ARE INVITED

To visit our Booth at the National Exhibition. We will appreciate out-of-town merchants making themselves known.



Our New Products

TILLSON'S "SCOTCH" HEALTH BRAN

AND

TILLSON'S "SCOTCH" FINE CUT OATMEAL

Will Be Demonstrated

at our Booth in the Manufacturers' Building



TILLSON'S ROLLED OATS

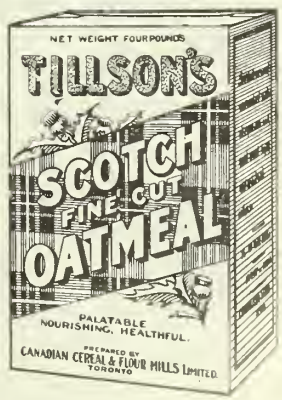
A FOOD—NOT A FAD

A SURE TRADE-BUILDER

MADE IN CANADA BY

Canadian Cereal & Flour Mills, Limited

EXPORTERS



CABLE ADDRESS : "CANCEREAL," TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weigbt 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weigbt 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weigbt 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weigbt 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weigbt 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weigbt 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weigbt 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	Bbl. lots 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beaucbemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, eacb 0 03½
500 books to 1,000 books 0 03

For numbering cover and eacb coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weigbt 70 lbs.	$3 00
Buckwbeat Flour (Self-rising), 3 doz. to case, weigbt 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weigbt 70 lbs.	3 00
Breakfast Food, 2 doz to case, weigbt 85 lbs.	4 00
King's Food, 2 doz to case, weigbt 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weigbt 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weigbt 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, beavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peacbes	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 28
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

People use Macaroni more often when they can get the delicious

L'ETOILE or HIRONDELLE

(Star) (Swallow)

brands of Macaroni and Vermicelli. They bring folk a new idea of how delicious these wholesome foods can be.

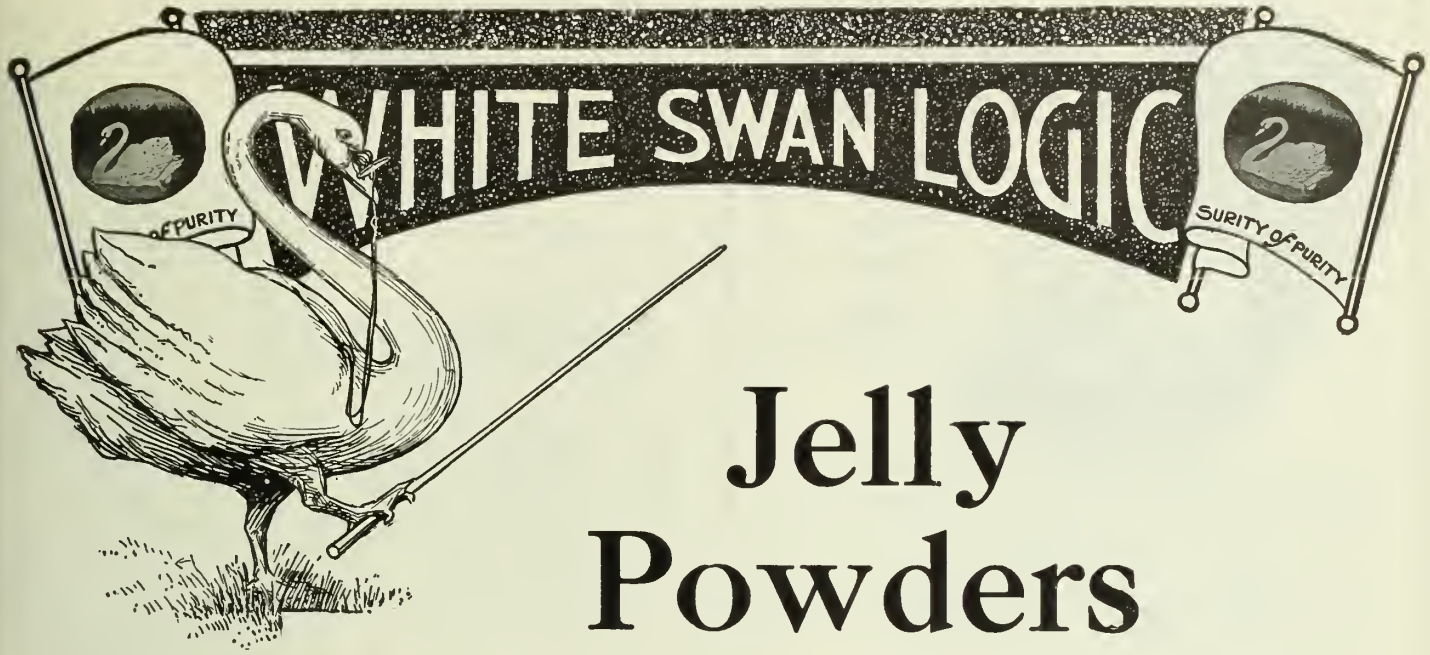
Made from the choicest of selected Canadian hard wheat—the best in the world for the manufacture of alimentary pastes.

Produced in one of the most thoroughly equipped and sanitary plants in Canada by strictly Canadian labor.

Corral the heavy harvest trade scattered around at this time, by putting in a striking window display and linking up your store with our extensive advertising. Replenish your stock to-day.

C. H. Catelli, Limited, Montreal

Agents: Tees & Persse, Limited, Winnipeg; C. C. Mann, Toronto



Jelly Powders

The principal ingredients in the manufacture of Jelly Powders are Gelatine, Granulated Sugar and Citric Acid.

Gelatine in its pure state is the rock crystal of animal products. It is transparent, pale and free from color, taste and odor. It dissolves readily under heat while softened by water, and the solution when cold is a jelly which, if excluded from the air or mixed with sugar, will keep sweet indefinitely.

There are numerous kinds of Gelatine on the market, one kind being made from bones, but for high-class Jelly Powder none but the finest Calf Gelatine is used. This article is much more delicate and naturally more adapted for use in the manufacture of Jelly Powders. It is only used in the highest grade Jelly Powders, however, as it is considerably more expensive than the ordinary kinds.

Great care must be exercised in the selection of raw material and only that which is perfect is taken to be made into Gelatine. This material must be prepared for months in order to make it into the purest form, and this process of manufacture demands the utmost care.

Physicians think that it is not so much the food property of Gelatine itself which is of value as that other articles when combined with it become more digestible. Even the fever-stricken can digest milk, fruit, eggs or wine once suffused in this bland and grateful medium and in so many cases can eat nothing else.

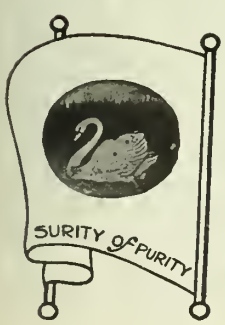
None but the choicest and finest English Calf Gelatine is used in the manufacture of White Swan Jelly Powders.

The fresh fruity flavor is maintained and in stead of a rubbery Glucose dessert, you have the kind that melts in your mouth.

The kind of jelly that sets in half an hour must, of a necessity, contain glucose or some other artificial substance, and that is why the instantaneous kinds are not healthful.

White Swan Jelly Powder is beautifully clear and requires the addition of nothing.

"We know our goods and want none but satisfied customers."



It is Good Business to recommend White Swan Jelly Powders.

White Swan Spices & Cereals Ltd.

156 PEARL ST. **TORONTO, ONT.**





The CANADIAN Open

Saves Dollars for You Every Day

The "Canadian" Cheese Cutter

The only computing cheese cutter that will cut the exact size slice with a single stroke of one lever. The "Canadian" not only cuts by money value, 5c, 10c, 15c, 20c slice, but also by weight, ¼, ½ or one-pound slice. Saves half the time on each order. Puts a stop to overweights, scraps or drying out.

Think of the number of times it could have helped you to-day, and of its value when considered by the year. Ask us to show you how the "Canadian" will pay for itself many times over in twelve months. No obligation. Write to-day.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

CONCORD CANNING CO.

We guarantee

1 That all Sardines bearing our name as packers are packed from the finest autumn caught fish.
2 That fresh caught fish only are used in our canneries
3 That the Olive Oil or Tomato Sauce used are of guaranteed purity and of the finest quality obtainable
4 That we use the greatest care and cleanliness in the packing

CONCORD CANNING CO.

We ask the consumer kindly to write us if dissatisfied

The above is an exact reproduction of our guarantee appearing on every tin of

Goncord Norwegian Sardines

Their delicate and distinctive flavor is much appreciated by those who know what is good, and the steadily increasing demand for this brand makes it necessary for you to handle them.

They leave a good profit for the retailer. See to your stocks.

Order from Your Wholesaler.

R. S. McINDOE, Toronto.
WATSON & TRUESDALE, Winnipeg.
A. H. BRITTAIN & CO., Montreal.
W. A. SIMONDS, St. John, N.B.
H. C. JANION, Vancouver, B.C.

Nonpareil wafers, No. 1, 5-lb. boxes	0 32
Nonpareil wafers, No. 2, 5-lb. boxes	0 27
Chocolate ginger, 5-lb. boxes	0 33
Milk chocolate wafers, 5-lb. boxes	0 38
Coffee drops, 5-lb. boxes	0 38
Lunch bars, 5-lb. boxes	0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 38
Nut milk chocolate, 5c bars, 24 bars, per box	0 90
Almond nut bars, 24 bars, per box	0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Cube 10c size (for cooking) doz.	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
Breakfast cocoa, ¼'s and ½'s	0 36
No. 1 chocolate	0 30
Navy chocolate, ½'s	0 26
Vanilla sticks, per gr.	1 00
Diamond chocolate, ½'s	0 24
Plain choice chocolate liquors	20 30
Sweet chocolate coatings	0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz.	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs.	0 36
1 lb. tins, 2 doz. to case, weight 35 lbs.	

Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs.	0 22
1 lb. tins, 2 doz. to case, weight 40 lbs.	0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs.	0 32
1 lb tins, 2 doz. to case, weight 40 lbs.	0 36
2 lb. tins, 1 doz. to case, weight 40 lbs.	0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb.	0 27

Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, ½s, B. or G.	0 25
40c 1s, ½s, B. or G.	0 32
45c 1s, ½s, B. or G.	0 34
50c 1s, ½s, B. or G.	0 37
Tumbler coffee	0 25

Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs.	$ 1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
½-oz. (4 doz. case), weight 9 lbs., retail each 15c.	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3.	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50.	45 00
Half gallons, each, retail each $10	7 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (1-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.

Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.

Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.

Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.

Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.

Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.

Cambridge Sausage, 1s, $2.40; 2s, $4.

Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.

Lambs' Tongues, ½s, $1.90.

Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Crawford Peaches

LARGEST RECEIVERS OF THE BEST PEACHES FROM

Queenston Niagara St. Catharines

HANDLING THE ENTIRE PACKS OF THE BEST GROWERS IN THE DISTRICT

Season Now On

PLACE ORDERS WITH US

White & Co., Limited
Wholesale Fruits **TORONTO**

The Erie Co-Operative Co., Limited
of Leamington, Ontario

offer to the trade this week their own grown

	Bskt.	Lots 10	Lots 20 up
Tomatoes	11 qt.	26c	25c
Cucumbers	"	35c	32c
	Per 11 qt.	Lots of 5	Lots 10
Pickling Onions	80c	77c	75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

MELONS and PEACHES NEXT WEEK

Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

In addition to Government inspection, we have our own expert, whose entire time is given to inspecting our fruits and vegetables in the packing sheds.

If you are one of the leading dealers in your town, communicate with us.

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Hot!

Well yes. Now is the time your customers want Lemons. Have you got them? Are you making Haywhile the Sun Shines?

"St. Nicholas"
"Puck"
"Queen City"
"Kicking"

J. J. McCabe
Agent
TORONTO

PURITY

Fit for the Immortal Gods

E.D.S. Grape Juice

No greater care and exactness could be observed in preparing the nectar of the gods than in the luscious, full-flavored E. D. S. Grape Juice.



Made only from the first pressings of the choicest Winona Concord Grapes, bottled immediately and hermetically sealed.

Our extensive advertising has laid the foundation for a large demand in your locality. Make sure they know you carry E. D. S. Grape Juice by getting it to the forefront of your displays and suggesting it to every likely customer.

Get ready for the heavy fall trade by putting in a goodly shipment now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins — Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1. $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. J. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90
List Price.

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister Round	4oz. Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG
BRANDS and
BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches— Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

Domestic Fruits

We receive fresh consignments of the very finest quality every morning. Our prompt service will appeal to you if you try it. Let us have your orders.

Imported Fruits

Full line of all seasonable varieties in stock at all times, but we make a specialty of **Bananas.** We import only the best and have the most improved facilities for handling. Are you one of our satisfied customers? If not, order to-day.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL ∴ HAMILTON



"I have sold PURE GOLD EXTRACTS for twenty-five years and have never yet had a complaint as to quality,"

was the remark made by a leading grocer to one of our travellers. Surely this is a convincing argument in favor of

Pure Gold Extracts

Why experiment with numerous brands of Extracts, many of which are "here to-day and away to-morrow" when you can be assured of satisfaction by handling a brand of Extracts well known and recognized by competent housekeepers as a standard of quality?

PURE GOLD MFG. CO.
LIMITED
TORONTO

Furnivall's FINE FRUIT PURE JAM

Rich in that full, fresh, fruity goodness that only the choicest of fine fruits can give. Furnivall's has made jam a looked-for part of the daily diet.

The choicest of Furnivall's makes Jam more generally used. For bigger trade stock Furnivall's Pure Jams to-day.



Furnivall-New
LIMITED
Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**, MacLaren Imperial Cheese Co., Ltd.; **Edmonton, Alta.** — Central Brokerage Co.

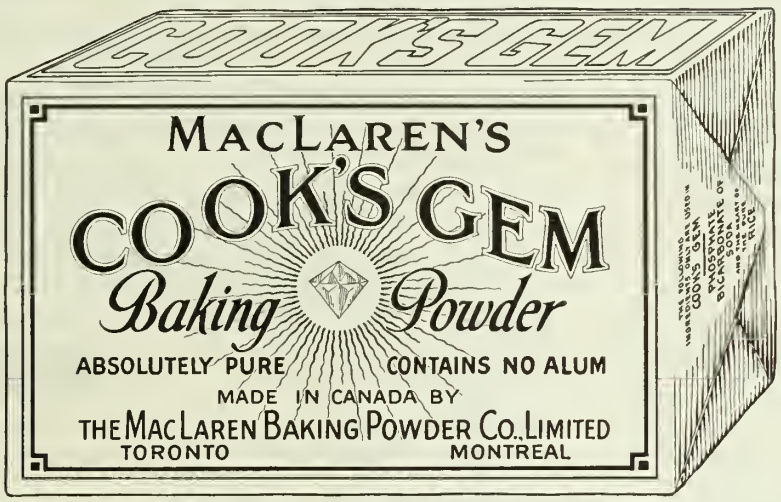
WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

ATTENTION

Gentlemen of the Baking Powder Interests:—
When you come down to actual dollars and cents, the well known brand of

SELLS AT
25c, 15c, 10c
and 5c.



PUT UP IN
16-oz., 8-oz.,
4-oz. and 2-oz.
Packages.

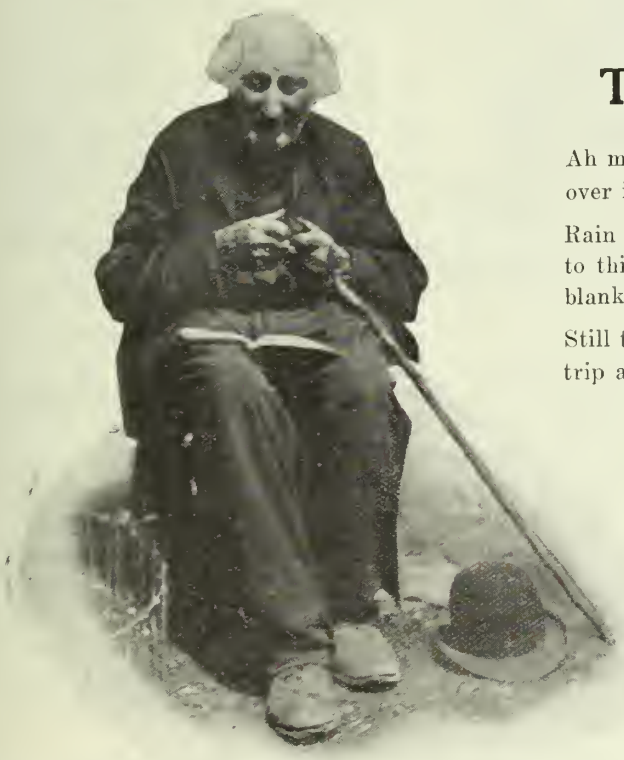
is your **truest** friend.

We shall be glad if you will take advantage of the exceptional opportunity offered to make our acquaintance at the **Canadian National Exhibition.**

MacLaren Baking Powder Co., Limited, 41-45 Lombard St., Toronto

Write for Prices and Terms.

No. 12



Uncle Tom's Boast

(Canada's 105-year-old Pioneer)

The Trip Up the St. Lawrence

Ah me, lad, and it was a slow trip—a flat-bottomed boat with no cover over it, on deck with side seats and dragged by teams of horses.

Rain or shine was all the same to us on that long last end of our voyage to this country. At night we went ashore and laid on the sand with a blanket around us and the sky overhead.

Still there were many nice people on the trip and lots of good chewing tobacco to while away the time. Do you know, lad, a good chew of **King George Navy** is a mighty good companion. Smith, down at the corner grocery, says he sells more **King George** every day.



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

NATIONAL CASH REGISTER, 4-DRAWER, fully modern; cost $565.00; in good condition. Will deliver any place in Canada for $300.00 cash. Box 113, Ft. Frances, Ont.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

FOR SALE—GENERAL STORE BUSINESS—one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover $35,000 to $40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

WANTED

WANTED — INFORMATION REGARDING good grocery for sale. R. G. List, Minneapolis, Minn.

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

SITUATION WANTED BY EXPERIENCED grocery clerk with 12 years' experience. Expert show card writer and window trimmer. J. A. Unwin, 72 Windermere Avenue, Port Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

EXPERIENCED GROCERY AND PROVISION salesman desires a position. Served my apprenticeship in the Old Country. Expert window dresser, card writer, etc. Could take over management of store if required. Write Box 108, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

WANTED—WHAT ARE YOU WANTING? A clerk, a business, a salesman, a partner? An outlay at the rate of two cents a word will make your wants known throughout the Dominion to just the men who can satisfy you. See our rates above and send along your ad. to-day.

EVERY MERCHANT WHO SEEKS MAXImum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new catalogue J. Gipe-Hazard Store Service Co., Limited, 97 Ontario St., Toronto.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.
Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager Western Canada
TORONTO

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

McLEOD'S SPECIAL FLOUR

McLEOD'S FLOUR IS ALWAYS RIGHT

¶ McLeod's "SPECIAL" is standard for purity, quality and uniformity---McLeod's "SPECIAL" is the best flour for pastry---and best for bread baking---as milling science has developed to-day it is the most perfect product---milled from the finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat it requires less shortening for pastry and less water for bread baking---there is economy in using McLeod's "SPECIAL" it goes farther. McLeod's "SPECIAL" on the barrel is your warrant for satisfaction---because McLEOD'S FLOUR IS ALWAYS RIGHT.

The McLeod Milling Company, Limited
Stratford, Ontario.



Here's Where You Come In—

The public have now long passed the point of mere interest in McLeod Special Flour.

The uppermost question now is, "Where can we get it?"

And that's where you come in.

Cash in on the interest created in your community yourself by getting up an attractive window display to-day.

Write your nearest wholesaler or direct.

The McLeod Milling Company, Limited
Stratford, Ontario

Exquisitely Delicious

for cold desserts, pudding sauces, icings, confections.

MAPLEINE

The Master Flavor, rich and mellow.



Order from
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S WELLINGTON KNIFE POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

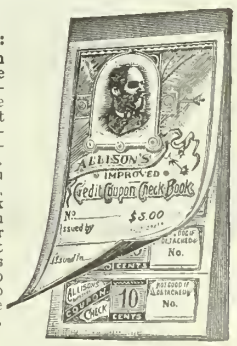
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S A.

WAGSTAFFE'S



Strawberry, Raspberry
Black Currant, Gooseberry
Red Currant

1915 Pack Now Ready for Delivery

One of the largest packs in the history
of the concern of 1,500,000 lbs.
of Strawberry Jam alone

Quality is Always in Demand

WAGSTAFFE'S LIMITED

HAMILTON, CANADA

INDEX TO ADVERTISERS

A

Allison Coupon Co. 61
American Can Co. 57
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 60
Atlantic Sugar Refineries ... 1
Auld Bros. 28

B

Baker & Co. 53
Balfour-Smye & Co. 12
Barbour & Co. 25
Benedict, F. L. 60
Betts & Co. 13
Bickle & Greening 56
Borden Milk Co. 3
Bradstreets 60
Brantford Computing Scale Co. 6

C

Canada Starch Co. 16
Canadian Cereal & Flour Mills Co. 49
Cane & Co. 4
Carr & Co. 9
Carvell Bros. 29
Catelli & Co. 50
Clark, Ltd., W. 7
Classified Condensed Ads.... 60
Codville Company 10
Coles Mfg. Co. 8
Computing Cheese Cutter Co. 52
Comte & Cie. 60
Concord Canning Co. 52
Connors Bros. 26
Crescent Mfg. Co. 61
Crosby Molasses Co. 29

D

Dept. of Agriculture 47
Dominion Canners 5
Dominion Register Co. ..... Inside front cover
Dominion Salt 4

E

Eckardt, H. P., & Co..... 55
Erie Co-operative Co. 53
Escott & Co., W. H. 14
Estabrooks Co., T. H. 11
Eureka Refrigerator Co. ... 3

F

Fairbanks Company ..... Inside back cover
Farquhar & Co. 29
Fearman, F. W., Co. 56
Forbes & Nadeau 13
Freeman Co., W. A. 8
Furnivall-New 58

H

Hargreaves (Canada), Ltd... 9
Horne, Harry, Co. 14

I

Imperial Extract Co. 4
Irish Grocer 60

L

Lake of the Woods..Back cover
Lambe & Co., W. G. A..... 14
Laporte, Martin, Limited .. 63
Leeuw, Henri de 14
Lemon Bros. 53
Lindners, Limited 10

M

MacLaren Baking Powder Co. 59
MacLean's Magazine 64
MacNab, T. A., & Co. 14
Magor, Son, & Co. 16
Malcolm's Condensing Co. .. Inside front cover
McAuley, W. J. 14
McCabe, J. J. 53
McDonald & Co. 27
McLaren's, Limited..Front cover
McLeod Milling Co. 61
Measam, George E. 14
Millman, W. H., Sons 14
Montreal Biscuit 17

O

Oakey & Sons, John 61

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd.... 14
Pure Gold Mfg. Co. 58

R

Robinson & Co., O. E. 60
Rock City Tobacco Co. 59
Roman Meal Co. 28

S

Salada 17
Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Proctor 29
Smith & Son, E. D. 54
Stirling & Young 14
St. Lawrence Sugar Refining 13

T

Tippet & Co., A. P. 2
Toronto Salt Works 60
Trent Mfg. Co. 60
Tucketts, Limited ..... Inside back cover

U

Upton Co., T. 57

W

Wagstaffe, Limited 62
Walker, Hugh, & Son 57
Watson & Truesdale 14
Wellington Mills 61
West India Co. 8
White & Co. 53
White Swan Co. 51
Wiley, Frank H. 14
Woods & Co., Walter 53
Woodruff & Edwards 13

Snappy Spices

"VICTORIA" Brand Spices are full of rich flavor and have the greatest pickling power.

They are guaranteed absolutely pure; and to comply with the present Government Pure Food Standard.

"VICTORIA" Pure Spices

In handy combination sifter and pouring top tins, to retail at 10 cts., are *The Spices* for *Your Trade.*

Special Offer:

Price per gross . . $10.80
2 doz. Free 1.80

Your cost. 75 doz. $9.00 gross

Send for a sample and see for yourself.

ROCK-BOTTOM PRICES
COURTEOUS SERVICE
PROMPT DELIVERY

Laporte, Martin, Limitée

Wholesale Grocers

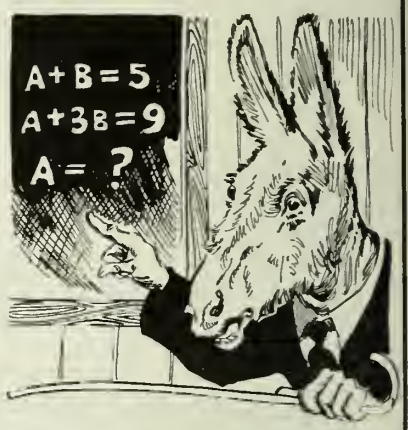
584 St. Paul West, Montreal



Kitchener ought to be a Schoolmaster

CONTENDS STEPHEN LEACOCK. So ought Theodore Roosevelt and the Grand Duke Nicholas. Indeed there are any number of unclaimed schoolmasters masquerading in the world to-day as kings and captains.

Stephen Leacock has broad and original ideas on the question of the teaching profession, which he outlines in the course of an article, "The Lot of the Schoolmaster," in September MacLean's. Now Stephen Leacock is a humorist—the greatest since Mark Twain— and, although he is quite in earnest when he takes up the cudgels for the teacher, he just naturally goes at it in that inimitable way of his. It makes a very readable as well as instructive article.



In the first place he shows that, because there is no future in it, those who enter the teaching profession do so with the idea of getting out of it into something else. This elicits the terse comment:

"Who would wish to be treated by a doctor who was saving up money to become a ship captain? Who would put money in a railroad if it were known that the president and the traffic manager and the rest of them were merely doing their work to get enough money to be opera singers? Is a judge saving money to be a poet or a lawyer waiting to run a hotel?"

And so he goes on to point out how important teaching is and what qualifications the schoolmaster should have. Professor Leacock has it all figured out that schools could be established where tuition fees would be $2,000 a year (plenty of parents could be found to pay such fees. You may see them in any up-to-date grill-room eating asparagus at a dollar a plate), and where teachers would be paid up to $50,000 a year. Then———

But you must read his version of it. He knows the business—has been all through it himself. He understands the parent's absorbing interest in his lop-eared boy, and what is needed to turn that slab-sided child into a valuable citizen. He knows that the schoolmaster is laying the foundation of the careers of the men who are to lead the next generation and also that the best stuff is being knocked out of a large number of the rising hopes. And so his solution of the difficulty is well worth reading.

It is only one of thirty remarkable features in the September number of

MACLEAN'S MAGAZINE

Write for a free sample copy

The MacLean Publishing Company, Limited, 143-153 University Avenue TORONTO, ONT.



This is what the ideal teaching staff of a school would look like according to Stephen Leacock.



Tuckett's

T & B Myrtle Cut

For 50 years T and B Myrtle Cut has been the true friend of the veteran smoker—the man who delights in the smooth, cool, sweet flavor of the well-aged, sun-cured Virginia leaf. Win the trade of the head of the house by stocking his favorite blend, one of the Tuckett three—"Myrtle Cut," "Orinoco" or "Our Seal"—a tobacco for all stages of smokers.

Order from your wholesaler.

FAIRY SOAP



FAIRY SOAP is just as much needed in the bath-room as any food article you sell is needed in the dining-room, and our heavy advertising has made the public expect to find it in YOUR store. Make a display of FAIRY SOAP at all times and show you are ready to supply the demand for the big, white, floating oval cake, with the five-cent price and the twenty-five cent value.

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL

The Only Flour Publicly and Unreservedly Guaranteed
"NOT BLEACHED—NOT BLENDED"



Packed in Bags of 7, 14, 24, 49 and 98 lbs. Also in Barrels of 98 and 196 lbs. by

LAKE OF THE WOODS MILLING CO., LIMITED
MONTREAL Branches in 14 Canadian Cities **WINNIPEG**

MARITIME BOARD OF TRADE NUMBER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, AUGUST 27, 1915 No. 35

The two well-known, well-tried and proven brands of baking powder

With Fall and Winter baking just peeping over the horizon you should get your stock ready to meet the demand for reliable, satisfying baking powders—baking powders you can heartily recommend.

Why not feature "McLaren's Invincible," the no-alum baking powder? It's absolutely guaranteed to give satisfaction (price refunded if it doesn't).

Order your stock of "Ocean Wave" — Canada's popular-priced combination phosphate baking powder — pure and sure.





Remember the Name

McLARENS LIMITED

OF HAMILTON AND WINNIPEG

IT IS NOT OUR FAULT

And we know that you will appreciate the fact that the space offered us in the Toronto National Exhibition this year was entirely inadequate to enable us to show our McCaskey Products to advantage, as we purposed showing our Latest Addition to the McCaskey Family, the 1930 Model Metal System, which gives the merchant the best and most convenient protection against fire yet offered, therefore we were unable to exhibit this year.

However, when you are in the City, if you will call at our New Sales and Show Rooms in the Stevenson Building, 110 Church street (just one block East through the Yonge Street Arcade), we will be pleased to have you look over the complete line of our goods which we have on exhibition there, and investigate the merits of the New Metal McCaskey System.

We will show at the following Fairs and Exhibitions this year:—

London, Ont.; Ottawa, Ont.; Sherbrooke, Que.; Quebec City, Que.; St. John, N.B.

DOMINION REGISTER COMPANY, LIMITED
TORONTO, CANADA

(Creators of Professional and Business Systems)



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



These are Lantic Sugar days in every Grocery Store

These are the days when the telephone carries the cheering call, "We're preserving. Send up a 20-lb. bag of Lantic Sugar."

These are the days when every delivery is piled high with cartons and bags, bearing the familiar Red Ball—the sign of pure Cane Sugar of extra quality.

Housewives are delighted with LANTIC SUGAR—with its brilliant sparkle—its even granulation—its matchless purity.

And they know that their Preserves will turn out right, if they use LANTIC SUGAR. This is why they are ordering it for Peaches and Pears—and why they will continue to demand it for all their preserving. Have you plenty of the 10, 20 and 100 pound bags as well as the 2 and 5 pound cartons? Your wholesaler will supply you.



Atlantic Sugar Refineries, Limited

Montreal and St. John

Put Some "Pep" Into Your Raisin Sales

Tobacco was little used until Sir Walter Raleigh proved how pleasant it was. Now the whole world smokes.

Raisins had small sale until Griffin & Skelley's Brand showed housewives how really delicious raisins could be. Their choice, fresh, full-flavored goodness made raisins more desired by more people more frequently.

Let Griffin & Skelley's put "Pep" into your raisin sales. Whether your customers prefer the seeded or seedless brand, or both, you'll realize how quickly and surely *quality* goods can create bigger business for you.

Get your wholesaler to supply you now.

The Best—Always the Best—Only the Best

AGENTS:
Arthur P. Tippet & Co.
Montreal





Three Leaders

in quality and sales and new custom. Get them bringing you these profitable advantages by putting in the fore in your displays.



Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.





SUN-KIST Seeded Raisins are NOT PACKED by any association or combination of growers or packers like thousands of other brands are. They ARE PACKED by the owners of the SUN-KIST Brand, who have absolute control of the quality and who cater to the desires of particular people.

SUN-KIST Seeded Raisins have an individuality of their own—not only in the WAY THEY SELL but in the satisfaction they give. Your customers will use more raisins if you give them SUN-KIST because that is the kind they want.

Wholesale distributers in every territory. ASK THEM

INVULNERABLE—

THE EUREKA REFRIGERATOR



Invulnerable in the absolute stopping of spoilage.

Invulnerable in keeping customers well pleased with the freshness and flavor of perishable goods.

Invulnerable in saving you a definite profit every day and adding to the prestige of your store.

Invulnerable from every point—the Eureka is the perfection of scientific invention and practical operation.

Why not get your Eureka now? Write for free catalogue to-day.

Eureka Refrigerator Company

31 Brock Ave. Limited **TORONTO**

Gives Your Business Prestige

Shirriff's has by sheer merit won its way into the hearts of housewives everywhere.



When a customer asks you for Shirriff's, it means prestige to your store if you can give her what she wants. Substitutes leave a bad impression.

Shirriff's

True Vanilla

once sold means a steady customer coming into your store—and there is a good profit in Shirriff's, besides.

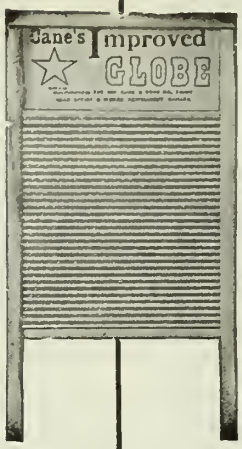
Shirriff's is fifty per cent. stronger than the Government standard. The finest Mexican Vanilla beans are used. Shirriff's invariably gives complete satisfaction.

If you are not already helping to supply the demand for Shirriff's, write us.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto



Help Your Customers Get the Benefit of This Important Change

Pick up any CANE wash board. Feel how strong, durable and well-made it is. Notice the extra quality of material—the best Belgian zinc for the metal work, the choicest selected Canadian white wood for the woodwork. You'll quickly acknowledge it the most dependable wash board on the market—the best buy for your customers.

But change the zinc plate to ALUMINUM and you'll have the finest, most serviceable wash board the world has produced.

That sums up fully the change in CANE Wash Boards you can now offer your customers—and without cost.

War has raised the price of zinc to such an extent as to soon make it too costly for the manufacture of wash boards. We have therefore placed our factory in a position to equip our standard brands of wash boards with Aluminum instead of zinc face to any who desire them—WITHOUT ADDITIONAL COST.

Of course aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean and its brighter appearance makes it an article that will sell easier.

Just tell your customers you are in a position to supply, at their request, the well-known CANE models with aluminum instead of zinc face. Point out to them the extra advantages. They're sure to appreciate them at once. Speak to them to-day and write us for trial shipment.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.

"Aylmer" Jams

are eaten by His Majesty's Sailors and Soldiers. They are now to be had in France and, in fact, all parts of the World.

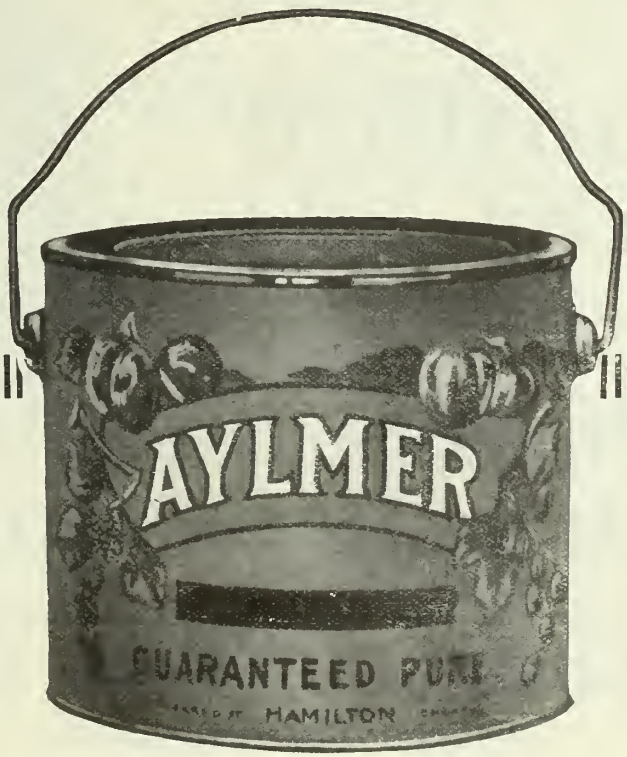
"AYLMER" JAMS

are a "Canadian Product"—Canadian Fruit, Sugar and Labor.

Guaranteed Pure Fruit and Granulated Sugar.

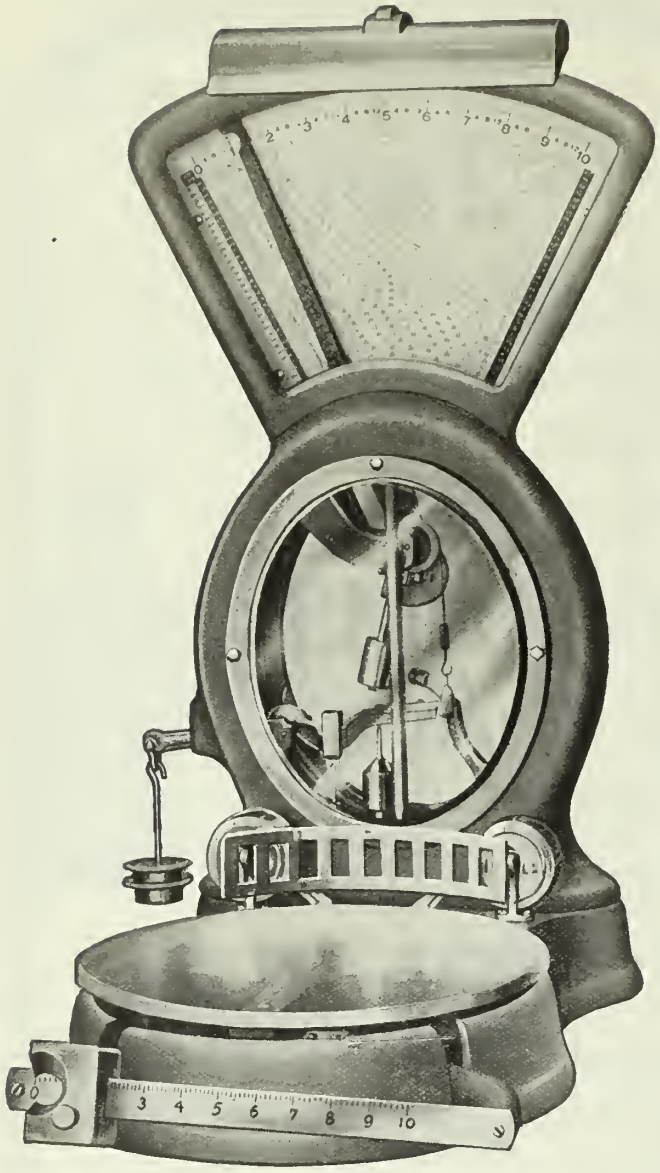
Dominion Canners, Limited

HAMILTON, ONTARIO

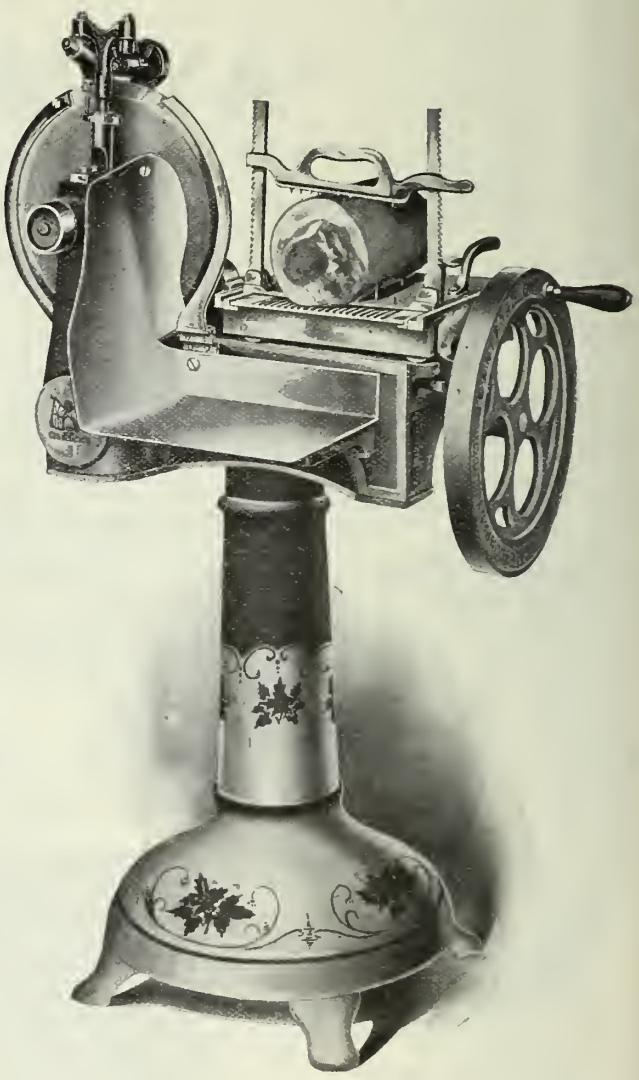


BRANTFORD SCALES

See them at the Toronto Exhibition, Process Building. Let us show you our proposition and why it will pay you to buy CANADIAN - MADE SCALES.



CAPACITY 40 LBS.



The Brantford Slicer

will be one of the features of the Exhibition. See it in operation in the Process Building.

Used by the best Grocers and Butchers in Canada, and admitted to be the best Slicer on the market.

MADE IN CANADA

BY THE

Brantford Computing Scale Co., Limited

BRANTFORD, ONTARIO

CLARK'S
PORK AND BEANS



MADE IN CANADA BY A

CANADIAN FIRM

FROM CANADIAN PRODUCTS

W. CLARK, Limited, Montreal

Clark's

Tell your wholesaler you must have

DA COSTA & CO.'S

EXTRA FANCY BARBADOS MOLASSES

This year Molasses will be high in price, and it is all the more important that you should buy the brand which you **know** will be satisfactory, both to you and your customers. The price is no higher than for other brands.

INSIST UPON HAVING DA COSTA'S

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

More Than Ever in a Class by Itself

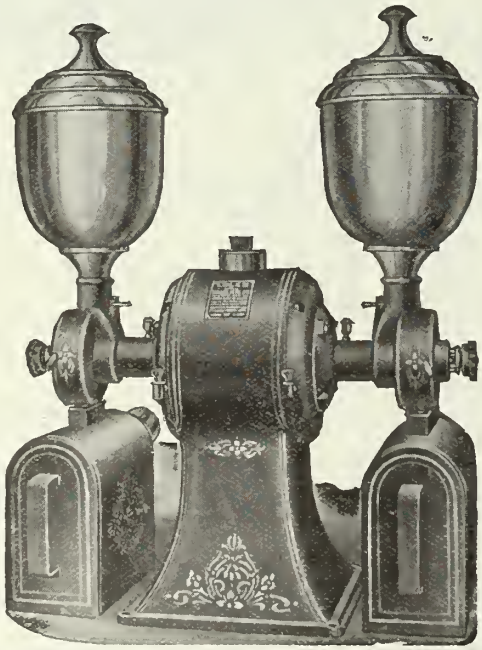
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.

Like the onward march of the glacier, the force of example is irresistible, but infinitely slow. Advertising, however, is like the snowstorm that covers the country in a single night—but don't forget that if you want to keep the country covered you have got to keep the snow falling or the heat of competition will melt it.

Are you coming to the Canadian National Exhibition?

WE are looking forward with pleasure to meeting a large number of friends at

OUR BOOTH

Right-hand Side of Entrance to Manufacturers' Annex

Here you will find **Ocean Blue; Gipsy Stove Gloss; Linoleo Floor Wax; Glosso, The One-Minute Metal Polish; Zog, The Paint Cleaner;** and **Pyn-ka Polish**—a line of sellers that bring customers to your store and keep them satisfied. Our chief representatives will be in attendance and will cordially welcome your call at our booth. Make it your headquarters throughout the Exhibition.

HARGREAVES (CANADA) LIMITED
33, FRONT STREET E., TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Limited, 117, Arcade Buildings, Vancouver, B.C.



Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.
QUALITY FIRST IS OUR MOTTO.
Canned the same day they are taken from the clam beds, they retain their original flavor in full.
Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:
Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy **Carr's Biscuits.**



The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man.; A. W. Cowdy & Co., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Think, Talk and Feature

BANNER BRAND

Jams, Jellies and Marmalade



and you have within your reach an opportunity to build up the biggest Jam trade in the history of your store.

As makers we have confidence in our Jams and believe there is no finer quality than that embodied in "BANNER BRAND." Put up attractively and made only from the choicest fresh fruit, you can offer "Banner Brand" with a confidence born of conviction that you are selling the best obtainable.

Our new factory at Brampton is already feverishly working to keep up the continually increasing demands coming in from every Province.

Get in touch with your Jobber and start your selling campaign without delay.

Lindners Limited

340 Dufferin St.
TORONTO

306 Ross Ave.
WINNIPEG

Representatives: H. Whissel, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Ltd., Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

IN THE NEW VACUUM TIN



½ POUND TINS
1 POUND TINS
2 POUND TINS

Did you ever hear a man or woman discuss a luncheon, meal or banquet who did not say that the coffee was good, bad or indifferent? If the coffee is good, each diner wants to know the source of supply and becomes a voluntary missionary in behalf of the blend.

Act promptly when you are asked for

Gold Standard
"THE-CHAFFLESS-COFFEE"

It signifies that the enquirer has tested the "Rich-Creamy-Flavor" and is determined to purchase "That Delicious Coffee." If you cannot supply her wants, some more enterprising merchant will.

The Codville Company, Limited

WINNIPEG BRANDON SASKATOON MOOSE JAW

Salada in an ad. in the Canadian Grocer, July 30, say :

> "As regards all other teas, you would have to sell them at a loss, for we know of no other firm in the world that guarantees to the grocer the profit on every pound of tea he purchases from them."

We wonder that they have not been better informed, as we supposed that every firm in the tea trade and every merchant with whom we do business knew that the sale and the full profit is absolutely guaranteed on every package of Red Rose Tea.

With the retail profit limited by the price being printed on the packages—the retail merchant is not able to obtain any extra profit when prices go up—so whenever they may go down it would seem to us grossly unfair for the merchant to be obliged to lose his profit by selling at the reduced price, and we do not believe any reputable firm would even consider treating their customers in such a way.

Common fair play demands that the wholesale merchant must protect the retail merchant's profit when both the wholesale and retail prices are controlled by the wholesale merchant.

T. H. Estabrooks Co., Limited

7 Front St. East, Toronto, Ont.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

——Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

Winning the Buyer's Favor

The best possible buyer is not made an actual buyer at a single step.

It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising.

Under ordinary conditions it should not be expected to do more.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Give them the Best

St. Lawrence Granulated

100% Pure Cane.

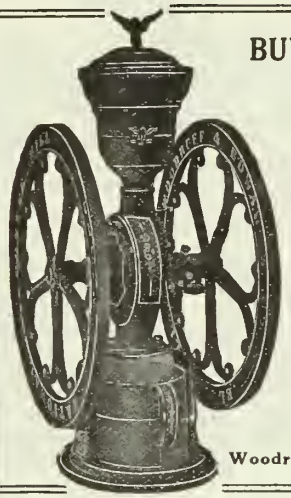
BEE BRAND PRODUCTS



are a necessity in the most of homes

Their unbeatable quality makes them extremely popular everywhere. Their low price makes them a daily necessity in the most of homes. Sure sales, big sales, growing sales are yours with Bee Brand Products prominently on display. Stock up now.

FORBES & NADEAU, Montreal, Que.



BUY AN ELGIN NATIONAL

because

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be adjusted while running to grind coffee to suit each individual's taste.

It is the strongest, the most simple, and the best looking mill made.

It costs less than any other mill to buy and nothing to operate—there is no overhead.

Ask your jobber for complete catalogue—there is an ELGIN made to meet your requirements.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW

28 Front St. E., Toronto.

IMPORTER-EXPORTER

FOODSTUFFS

Connections all over the world.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS FRUITS

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto, Ontario

Prompt Service.

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

STIRLING & YOUNG

General Brokers Phone Main 4331

27 Wellington St. E., TORONTO

A Good Agency will receive personal attention.

Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.

Edmonton - - - - Alberta

H. P. PENNOCK & CO.,

Limited

Wholesale Grocery Brokers and Manufacturers' Agents.

WINNIPEG. REGINA.

We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents.

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies Solicited.

W. H. Escott Co.,

LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

Commission Merchants

WINNIPEG REGINA

CALGARY EDMONTON

FRANK H. WILEY

Manufacturers' Agent

Groceries and Heavy Chemicals

Enquiries solicited for shipment from Spot stock Winnipeg or for Import.

757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in foodstuff line, calling on the retail trade.

522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

A WANT AD. IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.

GROCERY "SERVICE" means skill in selecting, buying and stocking commodities which the customer needs—

TO SELL "SERVICE" SUCCESSFULLY you must therefore study your public.

IN THE MATTER OF TEA, the Public demands QUALITY, and what is more, RECOGNIZES it—

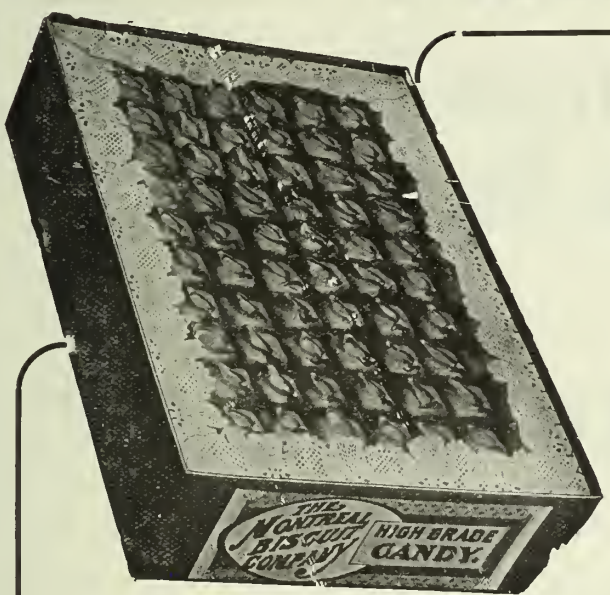
HERE, THEN, IS YOUR OPPORTUNITY to market your SERVICE—The most profitable commodity in your store—Stock only that tea that has been tried, proved and elected THE BEST.

SALADA CEYLON TEA

SALADA CEYLON TEA

"SALADA"

TORONTO
MONTREAL
NEW YORK
BOSTON
CHICAGO
DETROIT
PITTSBURG
LONDON, Eng.



A card will bring full particulars and a generous sample. *Write now.*

"BORDO," the leader in Chocolates, pays 60% Profit

For brisk demand and exceptional profit there is nothing to equal the great chocolate specialty "**BORDO**".

The success of this chocolate lies in its individuality. "Bordo" is a single line (not assorted), just one style, one flavor—with a unique centre, made from our own original formula. The deliciousness is unequalled.

If you are anxious to clinch some good, steady, profitable trade, get a supply of "BORDO". One trial will convince of its superiority. A truly wonderful seller with a profit worth while.

The Montreal Biscuit Company

The Originators MONTREAL

Robinson's "Patent" Barley

will get the mothers' trade for you

There are mothers coming into your store every day who may not as yet have learned of the great merits of this food, or of its valued ally, Robinson's "Patent" Groats. Why not give every mother an equal chance by introducing these foods to her?

Thousands of babies owe their lives to Robinson's "Patent" Barley. It is recognized and used by eminent physicians and in hospitals as the greatest food to-day for Infants and Invalids. Pull your stock from its secluded shelf and arrange it in an attractive display where your customers will see it. Remind every mother who comes into your store of Robinson's "Patent" Barley and "Patent" Groats.

Order from Your Wholesaler if Your Stock is Low

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL — 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA



Mistress Housewife Is Home Again

She is back from her summer vacation—and is busily baking good things for the family—planning the children's school luncheons—and laying in her supplies for fall.

"CROWN BRAND" CORN SYRUP

is in greater demand than ever, just now, because so many women are stocking their pantries with it.

Have you plenty of all sizes—2, 5, 10 and 20-pound tins?

Some of your customers may prefer "LILY WHITE"—our pure white Corn Syrup—because of its delicate flavor.

The Canada Starch Co., Limited

Manufacturers of the famous Edwardsburg Brands

Montreal Cardinal Brantford Fort William

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE : TORONTO, SEPTEMBER 3, 1915 No. 36

Windsor Salt

puts all Retailers on the same basis

There are no cut prices—no special discounts—no secret rebates—to any dealer, on "WINDSOR" and "REGAL" SALT.

Every Retailer pays his jobber just what all other retailers pay—and *they all buy through jobbers.*

The price, and the quality, are guaranteed and upheld. As a result, "WINDSOR" and "REGAL" TABLE SALT is asked for and used in practically every home in Canada.

You don't have to struggle for a turnover with this steady seller. You don't have to overcome a preference for other brands.

The market has been made for you, by advertising and quality.

The one-price line is the square-price line. Stand by the brand that gives a square deal to all retailers.

The Canadian Salt Co., Limited

Windsor, Ontario

EDDY

ESTABLISHED A.D. 1851.

DOMESTIC SIZE

"SILENT 5's"
"SAFELIGHT"
"RED BIRD"
"GOLDEN TIP"
"BUFFALO"
"HOME"

POCKET SIZE SAFETIES

"CAPITAL"
"EDDY"
"EDDYSTONE"
"COMET"



Here 64 Years Ago! Here Now! Here in the Future!

WHY?

Because no matter who comes, or who goes, Eddy has made, is making, and will continue to make the very best matches which science can produce, from the very best materials that money can buy.

This has been proved in the past and will be proved again in the future.

The count, the wood in the sticks, and the burning qualities of the head have improved to a point, that we onrselves would not have thought possible, even a year ago.

Order a few cases—there are many brands and sizes to choose from—order now, and next month, and next year, we shall be here to fill your order.

Note too that each box in every case will be just as good as the sample you will be shown.

Remember—The best matches come from

EDDY

SOLD BY LEADING WHOLESALERS EVERYWHERE

POCKET SIZE

"PONY SILENT"
"EVER READY"
"COMET SILENT"
"SESQUI 50's"

WAX VESTAS
In 7 Sizes
FLAMERS
AND
GASLIGHTERS



Sales Helps That Help Sales

Here are a couple of our series of newspaper advertisements—reduced in size—that have been appearing throughout the preserving season in the leading publications from coast to coast. They show what we have been doing all summer to boost the demand for

Lantic Sugar

They are practical sales helps that help sales. We hope you have profited by them, and are selling more Lantic Sugar than ever.

Keep up your stock of 2 and 5 pound cartons as well as 10, 20 and 100 lb. bags.

The Atlantic Sugar Refineries
LIMITED
MONTREAL



Put Some "Pep" Into Your Raisin Sales

Tobacco was little used until Sir Walter Raleigh proved how pleasant it was. Now the whole world smokes.

Raisins had small sale until Griffin & Skelley's Brand showed housewives how really delicious raisins could be. Their choice, fresh, full-flavored goodness made raisins more desired by more people more frequently.

Let Griffin & Skelley's put "Pep" into your raisin sales. Whether your customers prefer the seeded or seedless brand, or both, you'll realize how quickly and surely *quality* goods can create bigger business for you.

Get your wholesaler to supply you now.

The Best—Always the Best—Only the Best

AGENTS:
Arthur P. Tippet & Co.
Montreal





Three Leaders

in quality and sales and new custom. Get them bringing you these profitable advantages by putting in the fore in your displays.



Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver, B.C.



The Responsibility back of SUN-KIST Fruits makes it a dependable brand to buy.



SUN-KIST

REG. U.S. PAT. OFF.

DRIED FRUIT TALKS

Like Good Coffee and Tea

Good dried fruits—like good coffee and tea—win trade, hold trade and make satisfied customers—a pretty valuable asset you'll agree.

SUN-KIST Prunes are the Kind which makes folks say, "I never knew Prunes were so good"—

They are the Kind *your customers want*—the Kind you can recommend—the Kind they come back for and the Kind you build business on—*that's the Kind of Prunes you want*, and—

Don't forget that other varieties of the SUN-KIST Kind are just as good, whether canned or dried—they are the Kind of fruits you should connect with.

Nothing but the best selection of the best fruits from the best districts in California where the best fruits grow.

Packed—and backed—by 50 years' experience.

Wholesale Distributers In Every Territory—Ask Them

PLACE YOUR FALL ORDER NOW

SUN-KIST Canned Fruits
Canned Vegetables
Dried Fruits and Raisins

Make Your Store a SUN-KIST Store



Our Sampling Wagon

Sometime during the year our sampling man will leave samples of

Shredded Wheat

in every home in your town. These samples are delivered by our own men from our own automobiles especially built for that purpose. Why do we sample so extensively? It is the only way we can convey an intelligent idea of Shredded Wheat Biscuit. It is a reminder to those who have used it and an introduction to those who do not know the cleanest, best cereal food in the world.

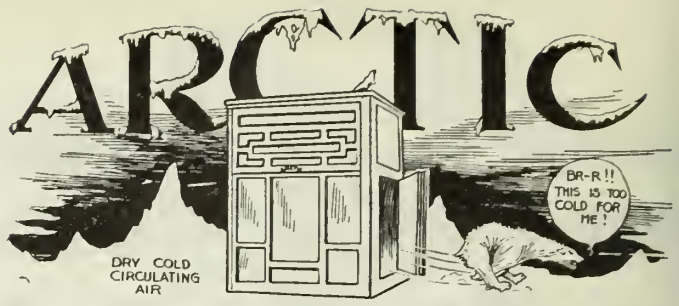
MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ontario.

77-L



A blast from the North

dry, cold and swift, is no more insurance against loss from spoilage than the dry cold circulating air of the **Arctic Refrigerator.**

The construction is such that the air cannot remain still, but is in constant motion (it circulates) and carries off all foreign odors which otherwise might taint susceptible articles such as butter and lard, etc.

Every dollar invested in an Arctic is a producer—The Arctic is a gilt-edge investment.

Write for Catalogue.

John Hillock & Co., Limited

Makers of High-Grade Refrigerators and Fish Cases

TORONTO

Every Grocery List Should End Up With a Package of Dr. Cassell's Tablets



In nearly every home in Canada there is a case of "nerves" which could be corrected by the timely use of Dr. Cassell's Tablets. You get nine chances to the druggist's one to sell them to your customers, so why not cash-in on your advantage by keeping a natty display on a counter or show-case, and by calling attention to the efficiency of this famous and proven "Old English Remedy"?

We're spending $60,000 in consumer advertising to help the dealers of Canada to create a demand and to reap the splendid profit of 50% on a big annual turnover. Now is your time to go after this business.

Send trial order.

Dr. Cassell's Medicine Co., Limited

MANCHESTER, ENG.

Agents for Canada: Harold F. Ritchie Co., Limited
10-14 McCaul St. Toronto

Right at the Front with "AYLMER" JAMS

You should see the way His Majesty's Tommies and Jolly Jack Tars go after "Aylmer" Jam. "Aylmer" Jam is made an important part of the fighter's diet.

Here at home, "Aylmer" Brand is 'right at the front' in quality Jams. Just the choicest of Canadian fruit and pure granulated sugar, prepared with the care and watchfulness of the "Aylmer" method.

Get "Aylmer" Brand Jams 'right at the front' of your displays.

Dominion Canners, Limited

HAMILTON, ONTARIO



Announcing

to the grocery trade the enlarged plans and policies of the California Associated Raisin Company for the promotion and increased sale of

SUN-MAID RAISINS

and

CALIFORNIA RAISIN BREAD

Made with Sun-Maid Raisins

This is the first of a series of advertisements appearing in this magazine. Their purpose is to acquaint you with our great National Campaign which will take place during the coming year commencing in August. This campaign, briefly, will consist of numerous plans to increase the consumption of Sun-Maid Raisins. But the most important consideration—so far as *you* are concerned—is that *Raisin Bread* will also be featured — creating a double demand among your customers.

So this campaign is really of primary benefit to *you*, for you will make the profit on this bread in addition to that on Sun-Maid Raisins. Your baker will supply you with California Raisin Bread. We have set the wheels in motion in the Bakery trade.

Greater Profit Ahead for YOU

Glance for a minute at the first page advertisement appearing in the national magazines, reproduced in the upper right-hand corner (about one-sixth actual size). Think of the influence a whole series like this will have on American housewives —your customers.

Then let us hint at some other features—such as local newspaper advertisements. window displays, etc., which are available for your use if you merely join us in the great plan we will lay before you.

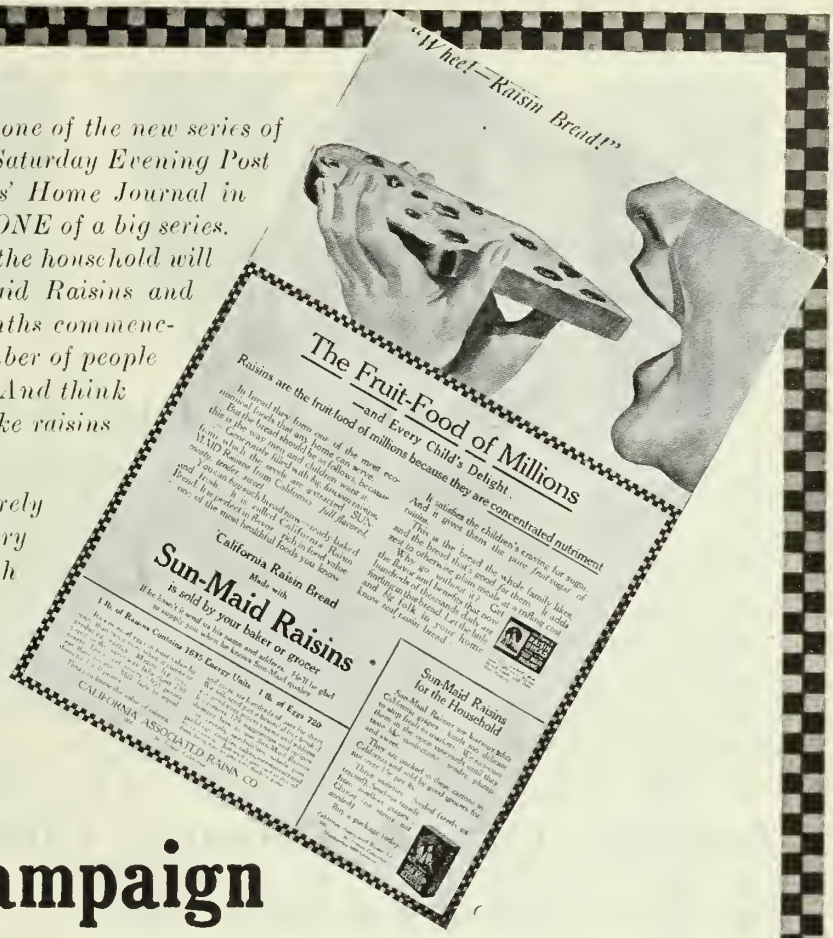
Remember this country-wide campaign is to be handled in a big way—not in one section—but nationally. People in your own town will be systematically approached—not one time and in one way—but many times and in several ways, so that your store will be identified with a big national movement to popularize raisins and raisin bread.

Never Before Any Effort Like This

This is bound to be the biggest and most effective sales campaign ever carried out for American grocers. Nothing has ever been so complete—nothing so carefully strategized. This big drive will surprise even you as it comes out. You will say that this campaign has won for you additional business and new profits. Of course the grocers who see the possibilities and begin to cash in on the energy and expenditures back of this campaign will receive the largest returns. So even though this campaign will have its own tremendous force, you can get the greatest benefit from it if you become an active part of it.

This is merely the first page of one of the new series of advertisements. It appears in the Saturday Evening Post on August 28th and in the Ladies' Home Journal in September. Remember this is but ONE of a big series. Every housewife who buys food for the household will receive the message about Sun-Maid Raisins and California Raisin Bread in the months commencing with August. Consider the number of people who will read these advertisements. And think of the other ways we will use to make raisins a part of every meal.

Bear in mind, too, that this is merely ONE form of raisin advertising. Every housewife will be appealed to through every effective channel.



Nation-Wide Advertising Campaign

Later we will announce more in detail the scope of this unprecedented advertising campaign. We want you to know all about it, so you can be prepared to meet the demand created. But here we merely want you to know when it commences and to assure you of its power. This advertising campaign will be backed by an intensive sales campaign—the like of which has never yet been known. Never before has there been such a campaign to give you a double demand like this. We help you to sell bread. We help you to sell package raisins.

Millions Will Want Raisins and Raisin Bread

When this great force is let loose, you will be affected. Besides an increase in package sales you will be able to build up a new and profitable business on raisin bread, for this plan has been studied for months. Thousands have been consulted. Experiments and investigations have been made. The sole purpose, remember, has been to build up an every-day demand. We advise you to immediately prepare for this campaign by familiarizing yourself with every detail.

How to Capitalize on This Big Idea

The first thing to do is to write us at once for our plans to help you. Then study them. Then signify your intention of taking advantage of this opportunity. We will immediately give you all the information and keep you posted as to every move. We will explain all we are going to do to increase raisin demand and consumption. Prepare now for your share of the profits by writing at once, or sending in the attached coupon.

CALIFORNIA ASSOCIATED RAISIN CO.

Hearst Building, Chicago — Home Office, Fresno, California — 113 Hudson St., New York

71

Send me at once details of the national campaign about to start in which Sun-Maid Raisins and California Raisin Bread are featured.

Name .....

Street .....

City ..... Province.....

Mail this to the nearest office of the California Associated Raisin Company



Multiply Your Turnovers by Insisting on Anchor Caps

You can't expect people to buy much bottled goods of whose purity and flavor they are the least doubtful. You wouldn't do it yourself.

And yet you still keep on your shelves those bottled goods whose uncertain caps are keeping back good business and bigger sales.

Insist on having all your bottled goods sealed with the absolute security of Anchor Caps, which retain the goodness, the flavor, the quality the manufacturer first put into them. Get your jobber to supply you goods with Anchor Caps and see what a difference they will make in your turnovers. Ask him to-day.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road — TORONTO, CANADA

When you sell

HEINZ
57
VARIETIES

PURE FOOD PRODUCTS

You give your customers—
Goods Made in Canada—
from Canadian Materials—
by Canadian Employes.

H.J.HEINZ COMPANY

Canadian Factory:—Leamington, Ont.
Warehouse:—Toronto

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation (DOMINION WIDE), of the

Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers — Ottawa

Branches: MONTREAL and TORONTO
Agencies throughout Canada

CLARK'S OX TONGUE

The Finest Ox Tongues



Cured and cooked to perfection.

In sizes ½s, 1s, 1½, 2, 2½, 3, 3½, 6

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-grade food delicacy



A popular favorite

SEASONABLE AND READY SELLERS

W. CLARK, Limited, Montreal

Clark's

Judge the Eureka by the High Esteem in which it is held



No grocer or butcher after once using the Eureka would think of having any other form of refrigeration.

For over twenty-eight years it has saved the majority of butchers and grocers not only from loss of profit but loss of custom; and has helped to create new business for them.

The Eureka's system of cold, dry air circulation is conceded scientifically correct by those who know, and the greatest profit-earner by those who use.

Get the catalogue to-day; write for it now.

Eureka Refrigerator Company

31 Brock Ave. Limited **TORONTO**

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited

Hamilton, Canada

More Than Ever in a Class by Itself

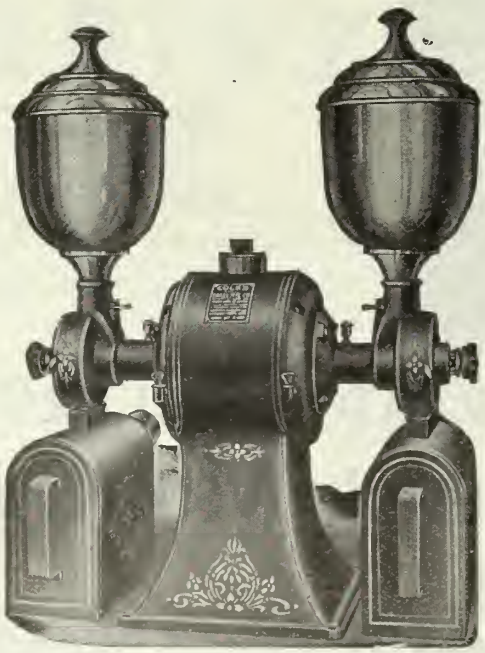
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



BRUSHES

For Every Purpose

That the housewife can think of—floor brushes, clothes brushes, shoe brushes, dust brushes, crumb brushes, every possible kind of brush comes in the Keystone Brand.

And every one is "KEYSTONE" quality—the "make-'em-come-back-for-more" kind—the kind you **ought** to handle.

For prices, etc., write

Stevens-Hepner Co., Limited

Port Elgin, Ontario

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.



Are you coming to the Canadian National Exhibition?

WE are looking forward with pleasure to meeting a large number of friends at

OUR BOOTH

Right-hand Side of Entrance to Manufacturers' Annex

Here you will find **Ocean Blue; Gipsy Stove Gloss; Linoleo Floor Wax; Glosso, The One-Minute Metal Polish; Zog, The Paint Cleaner;** and **Pyn-ka Polish**—a line of sellers that bring customers to your store and keep them satisfied. Our chief representatives will be in attendance and will cordially welcome your call at our booth. Make it your headquarters throughout the Exhibition.

HARGREAVES (CANADA) LIMITED
33, FRONT STREET E., TORONTO.

Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Limited, 117, Arcade Buildings, Vancouver, B.C.

Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

QUALITY FIRST IS OUR MOTTO.

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.



The confidence of the housewife in Wonderful Soap is shown in the heavy sales most grocers are experiencing.

You can get your share of these good sales just as quickly as other grocers by getting Wonderful Soap prominently before your customers. Plan an attractive and striking window display to-day.

Guelph Soap Co.

Guelph, Ont.

IF you are catering to an average community, most of your customers have grown up with the firm conviction that

Redpath

Extra Granulated SUGAR

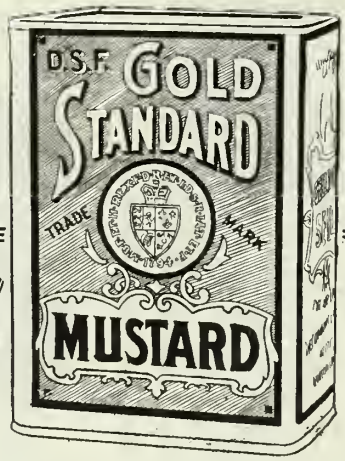
is the purest and best that can be had.

This is but natural, because from "Ye Olde Sugar Loafe" of 1854 to the Sealed Carton of Extra Granulated, Redpath has consistently led in the development toward perfect sugar.

So when you fill sugar orders with REDPATH Cartons and Cloth Bags you satisfy well-founded preferences and win your customers' good-will.

Canada Sugar Refining Co., Limited, Montreal

Gold Standard



D.S.F. (Double Superfine)
MUSTARD

¼ lb. Tins ½ lb. Tins
1 lb. Tins

Bulletin No. 271, issued by the Inland Revenue Department, Ottawa, shows Gold Standard D.S.F. Mustard to be the *purest* mustard sold in Canada.

Costs less than "the mustard you thought was best," is just as strong, is "Canadian-made," and packed in attractive packages. Your trade will thank you for recommending it. Gold Standard prepared mustards (three grades) will prove equally satisfactory.

THE CODVILLE COMPANY, LIMITED

BRANDON MOOSE JAW WINNIPEG SASKATOON

Give them the Best

St. Lawrence Granulated

100% Pure Cane.

BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

BLACK JACK

QUICK
CLEAN
HANDY



¼-lb. tins—
3 doz. in case

TRY IT

SOLD BY ALL JOBBERS

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use — stating qualities — We will give you BEST QUALITY — BEST DELIVERY — BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

——Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO



SYMINGTON'S

(Regd. Trade Mark.)

COFFEE ESSENCE



PEEDS
ALES

Brings delight to the busy housewife. So quickly and easily prepared, so delicious—One bottle makes 40 cups. A splendid seller and profit-maker. Your wholesaler can supply you.

Thos. Symington & Co., London and Edinburgh

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

A Real Education

A trip through the different buildings at Toronto's Big Fair is a real education and a very pleasant holiday.

We know that hundreds, probably thousands of our customers will visit it, and we do hope that one and all will find time to call on us, either at our Front Street offices or at our booth in the Manufacturers' Building. We would like very much to meet you personally —perhaps you would like to meet us—so we are greatly in hope that you will call and see us at our office as well as at the booth.

T. H. Estabrooks Co., Limited

7 Front Street East, Toronto

P.S.—We would urge visiting merchants and clerks to make themselves known at our booth, as a table will be specially set apart for the entertainment of themselves and friends accompanying them. **T. H. E. Co., Limited.**

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step. It is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

Custard Powders

We are the Selling Agents for WHITE'S CUSTARD POWDERS AND JELLY CRYSTALS.

CUSTARD POWDERS IN THE FOLLOWING SIZES:—

6 oz. Tins (cs. 72)	$0.90 Dz.
10 oz. Tins (cs. 72)	1.35 Dz.
16 oz. Tins (cs. 36)	2.10 Dz.

(VANILLA, LEMON and ALMOND FLAVORS)

Notwithstanding the extra cost of importation, we are maintaining the old selling prices which are lower than most other lines. The quality is unquestionable and we will appreciate a trial order.

JELLY CRYSTALS—ALL FLAVORS
(Cartons 1 or 3 Doz., 80c per Doz.)

WRITE, WIRE OR 'PHONE AT OUR EXPENSE—ADEL. 1057, 941, 867.

Warren Bros. & Co.

LIMITED
Queen and Portland Streets
TORONTO, ONT.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW

28 Front St. E., Toronto.

IMPORTER-EXPORTER

FOODSTUFFS

Connections all over the world.

W. G. A. LAMBE & CO.

TORONTO

Established 1885

SUGARS **FRUITS**

W. H. Millman & Sons

Wholesale Grocery Brokers

Toronto, Ontario

Prompt Service.

FOR SALE

Fancy Creamery Butter, Selected Eggs, Fancy Dressed Poultry. Grocer Orders our Specialty.

Mann, Laurie & Co.

Phone 1577. **London, Ont.**

W. G. PATRICK & CO.

Limited

Manufacturers' Agents and Importers

51-53 Wellington St. W., Toronto

STIRLING & YOUNG

General Brokers **Phone Main 4331**

27 Wellington St. E., TORONTO

A Good Agency will receive personal attention.

Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM

COMMISSION MERCHANT

Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. **P. O. Box 1721.**

Edmonton - - - - Alberta

H. P. PENNOCK & CO.,

Limited

Wholesale Grocery Brokers and Manufacturers' Agents.

WINNIPEG. **REGINA.**

We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE

Wholesale Commission Brokers and Manufacturers' Agents.

120 Lombard Street

WINNIPEG - MAN.

Domestic and Foreign Agencies Solicited.

W. H. Escott Co.,

LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

Commission Merchants

WINNIPEG **REGINA**
CALGARY **EDMONTON**

FRANK H. WILEY

Manufacturers' Agent

Groceries and Heavy Chemicals

Enquiries solicited for shipment from Spot stock Winnipeg or for Import.

757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S - NEWFOUNDLAND

MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY

Commission Broker

Flour, Feed, Grains, Potatoes.

We are open for a good agency in foodstuff line, calling on the retail trade.

522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

A WANT AD. IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.

There is Always Room for a GOOD MAN!

Canadian Grocer's Condensed Ad. Column found him the job. This is what he says:

> *"Thanks for advertisement in the Grocer. I am now suited and am making a start on Monday. I may say your paper is a Champion Medium for Practical Grocers, not 'shopmen,' who are wanting a berth. Rest assured I shall boom the Grocer wherever I go."*

Are *you* wanting a job? Perhaps you have something for sale or are wanting a Clerk, a Salesman or a Manager? Among the readers of "Canadian Grocer" you will find just the man you are looking for to fill the bill.



Keen's Oxford BLUE

—it's the blue your grandmother used—it's the blue your customers' grandparents, their parents and they themselves have always used. To them it's THE BLUE, the only blue that they care to trust the bluing of their fine fabrics to.

How is your stock of Keen's Oxford Blue?—the blue of blue.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL — 30 Church Street, TORONTO

DOMINION GOVERNMENT

DEPARTMENT OF AGRICULTURE
FRUIT BRANCH

GROWN IN CANADA

PLUMS—

The earlier varieties have been on the market for some time, but the later and best varieties for canning and eating are now being offered. Have your customers been supplied yet?

PEACHES—

The clingstone varieties are over. The Crawford type (freestone) is now being offered in limited quantities but should be at the best about the 15th of September.

The crop of peaches is a big one and will require special effort on **YOUR** part to market it.

WILL YOU HELP?

CANADIAN GROCER

VOL. XXIX TORONTO, SEPTEMBER 3, 1915 No. 36

Common Teas Down: Fine Advance

Fine Teas Come From Top of Plant and With High Prices to the Planter He is Tempted to Pluck Coarser Leaves Below—Result is That Quality Tends to Deteriorate—Coarse Plucking Illustrated.

THERE has been discussed in these columns now for several weeks the fact of a light decline, from week to week, in the price of common teas coupled with the still firm and even advancing market which obtains in the case of fine grade teas. It was shown last week that another decline took place amounting to practically a cent on common teas, and medium teas too went down a half a cent at the London auctions. It was suggested, too, that as long as conditions remained as they were, we should probably see a further decline in the price of common teas but stated that there was no outlook, no sign on the horizon, of anything but high and firm prices for fine teas.

Governing Conditions.

What are the conditions which govern this? Why is it that in a year when teas of any kind are really wanted, when buying is exceptionally heavy, and when prices have soared for a period of practically twelve months, there should now be a slump in common teas which looks as if it might continue for some little time.

It is a matter of quality. The abnormal prices that are being paid and that have been paid for teas ever since December of last year tempt every planter to pluck coarsely. When teas are at a premium as has been the case now for some time, it is possibly natural that tea planters will endeavor to make as much money as possible by plucking every available leaf of tea. On this page is shown an illustration which indicates pretty clearly what is meant when it is said that the planter plucks coarsely. The further down the leaf is plucked the lower the quality becomes. A good deal of course depends upon the class of soil and the class of plant which is obtained from one particular garden. really fine grade tea,—that is taking it altogether—the lower down it is plucked the more inferior becomes the quality. For fine tea, therefore, the upper leaves are plucked. This is indicated on the drawing on the page by line No. 1. No. 2 shows that a leaf lower down has been plucked and this indicates that the quality will be a little worse.

No. 3 line shows a leaf still lower and this indicates that the quality will be still further reduced. It is thus possible to see that if lower leaves are plucked the quality of tea is degraded. What would have been a fair tea, possibly a fine tea, if plucked at the top becomes a poor or even a bad tea by being plucked lower down. This would apply to the very finest garden at the highest elevation of 10,000 feet. If even planters of these gardens, so excellent in quality so far as external circumstances are concerned, are tempted to pluck a little more closely than they usually do, their tea, instead of being superfine, becomes barely good and low grown teas which when plucked finely would be passable, become bad.

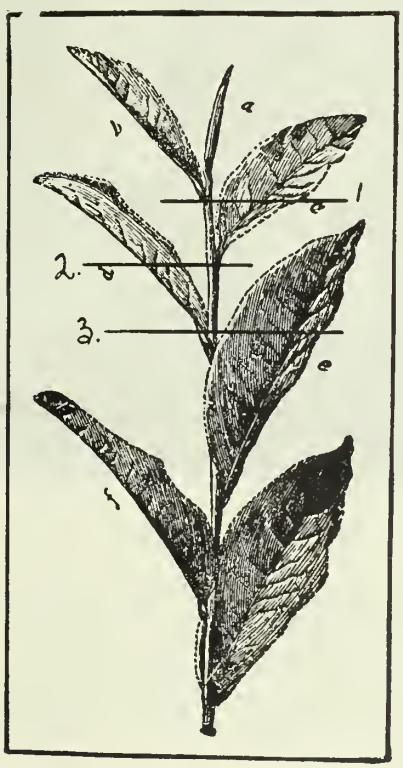


Illustration of a tea plant, showing how planters can lower the quality of the tea plucked.

Temptation Has Been Great.

Now, in view of the very high prices which have obtained for teas for some months there has been a temptation to the planter to make as much money as possible. In the sudden rush for him it has appeared to him that people wanted tea. They wanted good tea, and he may have been known before as a man whose garden yielded fine or fair tea. The temptation, however, to make a little more money, even by the lowering of the quality has been in some cases, too much. Lower and lower leaves have been plucked and tea that might have been fine has thus deteriorated, while some teas have been of exceptionally poor quality. You cannot deteriorate a common tea much without making it pretty bad.

This state of affairs—and there is no doubt it obtains in some sort—means that there has been an abnormal stock of common tea put on the market. Many teas that were fine and many that were fair have deteriorated and become common. Thus a greatly increased amount of common tea has found its way to the market and therefore there has been a great decrease in the amount of medium, fine and superfine tea.

Lower Prices on Low Grades.

Now it is easy to see the reason for the rise as announced in Canadian Grocer, in our market reports on fine

But whether the plant is average or teas recently. The exceptional dearth of medium and fine teas, due to this deterioration of the latter, has made medium and fine teas firmer and higher in price As we say in our market we do not see any possibility of lower prices on good class tea at present. There is nothing in view that would indicate a decline in prices of good grades. On the other hand as long as common teas will fetch as much as 11d. or 1s. and even more than that it will be a temptation to the planter to continue plucking coarsely. There may, thus, be an overplus of common tea and supposing the demand fall off a little in the case of common tea (but not of fine tea), the market may ease off to a lower point than that at which it stands to-day. It must be remembered that the new crop Indians will soon be a factor and if there is an overplus of common teas on the market it is safe to presume that prices for such grades will ease.

But Not on Fine.

What has been said of course acts inversely upon fine and fair teas. The very fact of the deterioration of teas means that the quantity of fine and superfine teas is smaller than ever and that pre-supposes a bigger demand therefore. The market has held firm and has even shown an advancing tendency now for some little time on really good grades of tea and as long as common tea, for the reason which we have indicated, remains more or less poor quality, fine teas, will be more and more in demand. They are therefore likely to go higher as they have done in London.

Separate Provision Department



W. N. S. Hunter's provision department, corner of Maple Ave. and Prospect St., Hamilton, Ont.

SOME time ago Canadian Grocer published a front view of the grocery store of W. N. S. Hunter, located in a residential section of Hamilton, Ont., as well as a view of the handsome grocery interior. Herewith is the provision department. This is separated from the grocery by screen doors and it can also be entered at the front. Note the attractive counter with marble top, computing scale, large display refrigerator, and the attractively written show cards. One for instance has this appealing inscription: "What is more appetizing than our Sweet Bacon—try a pound."

Small Pack Canned Tomatoes

Estimates That It Will Only Be 15 Per Cent. of Last Year—Hold Over and Weather Responsible—Prices on Upward Trend—Good Peach and Plum Crops — Big Army Ration Contract May Come Here.

IN so far as the tomato pack is concerned, there is not likely to be a very large output this season. It is stated from different sources that the pack will not be more than 15 per cent. of what it was a year ago. There are a couple of reasons for this. One is, that no matter how large a crop we had this season, the canners did not intend to pack as much as last in view of the holdover and present stocks and the low prices that have prevailed during the past six or eight months. A large number of factories have decided to shut down on tomatoes entirely on this account.

Added to that there is the fact that the tomato crop this year has been a great disappointment. This is particularly true in regard to Western Ontario, where an over abundance of rain has tended to rot the tomato plants as well as the tomatoes themselves. There are scores of fields with the plants entirely dead and tomatoes lying on the ground. Reports have been received to the effect that some growers are plowing them down as a fertilizer rather than attempt to gather them. In view of the poor outlook in so far as this is concerned, growers have been getting a fairly good price—around 25c a bushel from the canning factories. This is the usual price in good seasons.

Some Tomato Exporting.

Of late too, as already reported in Canadian Grocer, there has been considerable exporting done. Dominion canners have received export orders for large quantities of tomatoes, but in view of the competition from cheaper goods, packed in the United States, the prices may not have been anything extra. Nevertheless these foreign sales have tended to ease up the spot stock situation here. One steamer that went all the way across the ocean, carried many thousand cases of tomatoes for the British Government. Canners here began to pack new tomatoes last week, this being from a week to ten days later than last year. It should however be remembered that the pack will be exceedingly small.

In so far as corn is concerned, there has been little exporting done. Corn is not an article of diet, that old country people have taken to readily, and therefore there is little demand from overseas. One might think that the thousands of Canadian soldiers there would assist this along, but it should be remembered that the British authorities have fixed rations, and it is not very easy to change the food. With regard to peas, our Canadian canners do not color them, and as Old Country buyers have the reputation of purchasing from color chiefly, it is difficult for the Canadian packer to compete with the French and Belgian packer.

Late Fruit Outlook Good.

There is a splendid outlook for plums and peaches this year. The crops in the Niagara district are particularly good. Just what quantities of these fruits will be packed however, is difficult to say as yet, as the season is not very far advanced.

This time last year Dominion Canners had issued opening prices on their early fruits and vegetables. They are not out yet and there may not be any issued. It may be that the canners will continue to quote only on spot goods as they have been doing of late and if so, we shall see no regular opening prices. The prospects are that from now on, canned goods will firm up in price but the advances will be made gradually, as the demand and the quantities available call for them. Some have been predicting over a dollar for tomatoes by December or January; and of course they may be right or they may be wrong, anyway tomatoes will be higher than they are to-day At the present time the retail trade in the east can buy tomatoes around 90 and 92½ cents a dozen. The completion of the Holding Company has of course tended to firm up prices, for it is generally understood among the trade that had not something been done, financial difficulties would have got the better of a number of the smaller firms.

A Good Thing if it Comes.

Canadian Grocer has been informed that the Allied Governments are after a large quantity of a particular canned army ration and there are good prospects for a Canadian concern getting the contract. If it comes this way it will mean well on to a million dollars and that will necessitate many of the factories running through the winter to turn out the order. More definite information will likely be received in a week or ten days time in regard to this, if not before.

The British Government however, have shut down on jam contracts in Canada, claiming that all the jam they want can be secured from British firms at favorable prices. Already some two million tins of Canadian jams have been exported to Great Britain or are under contract to be sent.

Smaller Salmon Pack

Sockeyes Are About 40% Less Than Year Ago, and Other Grades Are Also Less—Prices Remain Same For Sockeyes—Next Big Run in 1917.

IN last week's issue, Canadian Grocer announced in part, opening prices for this year's pack of canned salmon. Fuller information has since been received in connection with these prices, and the pack estimates and market in general will be found very interesting to the grocery trade.

In so far as opening prices are concerned, it may be said that the high grades of red sockeye salmon, both talls and flats; red springs, talls and flats and half flats; Cohoe, talls and flats, have all opened at the same prices as a year ago.

Red sockeye, half flats, are 10c a case higher than last year to the wholesale trade, and Cohoe, half flats, and pink, half flats, are 25c a case more than a year ago. Pink, talls, are 25c a case less than last year.

The following are the prices of the British Columbia Packers' Association for sockeye salmon:

Less than 5 cases—1-lb. talls, cases each 4 doz., $2.52½ doz.; 1-lb. flats, cases each 4 doz., $2.72½ doz.; ½-lb. flats, cases each 8 doz., $1.57½ doz.

Five cases or more (all one brand)—1-lb. talls, cases each 4 doz., $2.50 doz.; 1lb. flats, cases each 4 doz., $2.70 doz.; ½-lb. flats, cases each 8 doz., $1.55 doz.

These quotations apply to Ontario, Quebec, Maritime Provinces, including Prince Edward Island, and are the fixed prices of the above-named company at which the wholesaler must sell to the retail dealer. There are no fixed prices on the other grades of salmon, so that each wholesaler is at liberty to sell at open prices.

Reports have been received in the

(Continued on page 22.)

Outlook for Spices This Fall

Retailers Will Be Able to Buy at About the Same Figures as Last Year, With a Few Exceptions—Peppers Are Much Easier, But Cream of Tartar Remains High—Celery Seed Shows Big Rise Lately.

THIS is the season when there exists a demand for spices. As soon as the crop is in, the farmer kills his hogs for which he requires ground spice. It is the time when ketchup is made. In fact it is the period of the year when most of the spice is sold. Naturally, when the heat of summer is over, the public turn their attention more to meat, and for this they must have pickles, and ketchup — in short, spices.

That the retailers have looked ahead and seen a winter that is not so terrible as they anticipated, is indicated in the demand being felt for this line by the wholesale houses; for spices, like shelled walnuts, fancy biscuits, and all kinds of luxuries, soon feel the effect of a depression. Canadian people, generally speaking, are not doing so badly; many industries are running full time, and things are not going to be so bad after all this winter. For a long time, both retailers and wholesalers have been buying spices hand to mouth. They were afraid to risk buying big lots fearing that the winter had something bad in store for them.

While there has been a lot of talk about startling changes in the spice market, wholesalers insist that these, as a rule, have concerned lines in which the grocer's purchases are not heavy. For instance, during the past few weeks, the feature of the spice market has been the high altitudes attained by lines such as sage, celery seed and laurel leaves. How the market in these three lines varies, does not vitally interest the grocery trade, unless it is sage; and after all, the trade in this line is by no means big.

The Advance in Cream of Tartar.

It might be argued that cream of tartar, which of all spices has perhaps made the most phenomenal advances, is a line in which grocers are very much interested. Wholesalers are of the opinion that cream of tartar is gradually being transferred from the grocery to the drug store. This can scarcely be true particularly when one takes into consideration the large number of general stores in the country in districts where there are no druggists.

Cream of tartar is costing the grocer anywhere from 45c to 55c per lb., depending upon the quantity purchased. It was one of the first grocery lines to feel the effects of the war, coming as it does from the wine districts of France, which were immediately affected by the opening of hostilities. As war is still raging in that section, the raw material is still scarce, and consequently cream of tartar is selling at a higher price than ever before. The raw material from which cream of tartar is made, comes from the vine leaves, and is the sediment formed on the cask. Of course, France is not the only source of supply, but that which comes from other countries is not of the same quality, and not nearly so plentiful.

Before the war broke out, cream of tartar was selling in the primary market at around 20c per lb. In first hands to-day, it is exchanging at 45c. The question might be asked, "Are people going to continue to buy cream of tartar at such a high figure? Importers would like to know that themselves. They agree that the price is monstrous, but they are selling about the same quantity.

Pepper Actually Lower.

Peppers demand attention just now, as they have recently undergone the biggest change since the war. As a matter of fact, the price being quoted in London to-day for Singapore white is less than it was before the war; in the interval of a year, however, it has soared considerably, and it is possible that some wholesale houses bought when the market was high; thus, the price to the retailer may be a little higher than usual.

In March of 1914, Singapore white pepper was quoted in London at 8 11/16 pence; last week, the quotation was 8½d. for Aug.-Sept. delivery. This decline in peppers (for it applies to most kinds of black and white) is of recent development. On the week previous, Singapore white was quoted at 8¾d.; similarly, this week black Singapore is offered at 5 5/8d., whereas on the week previous it was 5¾d.

When it is considered that for April-May shipment 1915, Singapore white pepper sold for 10¾d.—a price almost twopence higher than it is to-day—it will be seen that a big decline has taken place within the past three months, and it looks as if it is still going on. Importers in Montreal do not seem able to give very good reasons for this sudden decline. They suggest that perhaps the demand has fallen off considerably, or that the visible supply has increased. Possibly, with the market at tenpence three-eighths, the wholesaler and retailer refused to buy beyond what they actually needed, but judging from the large sales which have been made to the wholesale trade here within the last two or three weeks, it would appear that stocks for the fall have run low, and buyers came into the market as soon as the price dropped below ninepence.

Jamaica Ginger Situation.

This decline in pepper seems to be about the most important thing in the market as far as the retail trade is concerned. Wholesalers assert that other lines are practically normal. The crop of ginger in Jamaica is not ready yet. It has been rather scarce this year, and higher than usual; possibly this condition will be changed when news of the new crop arrives. Prices are out for new crop pimentos. Quotations in the primary market are 3c c.i.f. Montreal, which is much lower than a year ago, when price ran around 3¾c.

SMALLER SALMON PACK.

(Continued from page 21.)

East to the effect that there are some grades of Cohoes and Pinks being offered to the trade at some 25 cents a case less than standard goods.

British Buyers in the Market

According to a telegram recently received from the coast, the pack of sockeyes will only be about 60 per cent. of last year; cohoes, 70 per cent. of last year; red springs, 40 per cent. of last year's pack, and pinks, 75 per cent. of last year's pack. While prices on half flats, sockeyes, are practically the same as last year, English buyers are said to be willing to pay more money for these goods unlabelled than Canadian buyers are being quoted for them labelled. It is believed that if the demand from British buyers continues the prices are not unlikely to show an advance, and of late the British demand has been heavy. It is, too, estimated that salmon prices will not be any lower until the next big run in 1917.

EGGS TO GREAT BRITAIN

The Canadian Trade Commissioner at Glasgow, Scotland, reports that recently some 8,060 cases of Canadian eggs have been landed in Great Britain in good condition. Some firsts realized 12s. 6d. per case, the cases containing ten dozen. This would mean about 30 or 31 cents per dozen.

Advertising Pickling Spices

Retailer Urges All Grocers in a Town to Use White Space—The More There Are Advertising the More Will People Think of These Goods—Give the Prospective Buyer an Idea.

By A. H. HARVEY.

"IF every grocer in the town were to advertise through the local newspaper, pickling spices and vinegar at this time of the year there would be three times as much sold."

This was the statement made to the writer a short time ago by a merchant down east, who was putting on a campaign in these lines of goods.

"My idea," he continued, "is that in order to make the most of a special season of the year, and in order to sell a particular line or class of goods, it is necessary to create about them a particular atmosphere. Hence, if we grocers want to sell pickling spices, to as many consumers as possible, we must get them all reading and thinking about pickling spices. While I advertise in the local paper I would like to see other grocers do the same. Many people spoil their pickles and meat sauces by using old goods which have almost spent their force. If all impress this on the women there is no doubt whatever that more sales can be created."



Reproductions in reduced form of good newspaper advertisements used by Canadian retail dealers Three are on pickling spices and one on seasonable summer lines.

Give the Customer An Idea.

This dealer it appears to me has the right idea. In these days of keen competition, it requires ideas to sell goods. People will of course purchase the usual every day supply, but some particular reason must be submitted to them, before they invest in other goods. It is a fact that many housewives keep putting off preserving and pickling until it is too late. If the fact were impressed upon them by a large number of dealers when the best part of the season arrives, it stands to reason there would not be so much procrastination.

There was a splendid article in Canadian Grocer of a few weeks ago dealing with the advantages of selling quality mixed pickling spices. This article pointed out that a real good grade of spice contained some 15 or 16 varieties, whereas there were cheaper lines sold which contained only about half that quantity and then very few of the more expensive lines. It seems to me few women would hesitate to pay 5 or 10 cents more a pound for her pickling spice, if she were informed that the sample contained so many varieties. I am sure if I were a woman and had the thing to do, I would consider it a great favor to have the dealer point this out.

Would Pay the Extra Price.

If I were going to be more sure that my pickles and sauces would turn out better during the winter months I would be quite willing to pay 15 cents a pound more for spices, and a good deal more for vinegar that I could absolutely depend upon. In my estimation now is the accepted time when every dealer should push the sale of these lines. The time is seasonable and therefore the trade would be traveling along the course of least resistance.

Orders were issued by the Postmaster-General of the United States last month increasing the parcel post size limit from 72 to 84 inches in length and girth combined, and providing for a receipt for articles mailed by parcel post. The first order went into immediate effect and the second will become effective September 1. The principal object of the increase in size, it is stated, is to bring the commercial berry and fruit crate within the regulations.

The Hawaiian Promotion Committee is boosting "Hawaiian Pineapple Day," which has been set for Wednesday, November 10th. The Hawaiian Promotion Committee is doing this work to increase the consumption of Hawaiian canned pineapple in the United States.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President.
H. T. HUNTER, General Manager.

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. Toronto—143-149 University Ave.; Telephone Main 7324. Winnipeg—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. Chicago—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. Boston—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. TORONTO, SEPTEMBER 3, 1915 No. 36

BUTTER SCARCE IN AUSTRALIA.

SOMETIME ago an anouncement appeared in Canadian Grocer to the effect that Canada was shipping butter to New Zealand and Australia. This was commented on at the time as being quite unusual inasmuch as these two countries have been shipping butter to Canada for some years and particularly to British Columbia to which point an all water route is secured.

Writing on July 16th to the Department of Trade and Commerce at Ottawa, the Canadian Trade Comsioner in Australia deals with Canadian imports to that country and into New Zealand. Here is what he says:

> "Never before has there been such a scarcity of butter in Australia. The exports are prohibited in New Zealand and large shipments of Canadian butter (chiefly Alberta) from Vancouver, and American butter from San Francisco, have been profitable to the importers. The wholesale price for prime butter in Melbourne is now 2s. (48 cents) per pound—an unprecedented value—and supplies are limited.
>
> "The customs duty is 3d. (6 cents) per pound. The butter famine is likely to exist until early in September when the spring sets in."

This accounts in part at least for the high price New Zealand butter is quoted at on the Vancouver market to-day. It will be seen from our prices in our Vancouver report that New Zealand cubes are quoted to the retail trade at 35½ cents and bricks at 37 cents. Evidently this came before Australian prices moved up as high. A year ago local creamery butter was quoted on the Calgary market at 26 cents. The situation is a very interesting one but according to the Trade Commissioner, a change will be forthcoming sometime during September when the fresh make in New Zealand and Australia are placed on the market.

FOOD ADVANCES IN GERMANY.

SOME startling figures have appeared in a Washington, D.C., paper from a correspondent — Frederick Werner — in Berlin, Germany, in regard to advances made in foodstuff prices since the war began. Mr. Werner states that while there is no absolute lack of food there, yet the time is drawing closer when the great masses of the German people will not have money enough to buy even the necessaries of life.

Statistics gathered in fifty of Germany's largest cities and showing the upward movement of prices during the past twelve months show that butter has gone up 43 per cent., potatoes 96 per cent., rice 151 per cent., barley meal (used here much as oatmeal in America) 165 per cent., eggs 61 per cent., rye meal 65 per cent., and peas 200 per cent. These figures show prices on May 1, and many articles have gone up in price since then. During the same period (May, 1914, to May, 1915) meat prices rose as follows: Beef 35 per cent., veal 38 per cent., mutton and lamb 46 per cent., pork 100 per cent.

If these figures are correct, it tends to show the magnitude of the pressure of the British Navy on the economic life of the German people. When British and Canadian prices and advances are contrasted with these, the comparisons are quite illuminating. For instance butter here is little if any higher than a year ago. Potatoes are cheaper.

Rice is about the same price. Oatmeal has been very little advanced. Eggs are about the same and of course we use very little rye meal in this country. Pears are only a few cents higher than a year ago and anyway these do not enter very largely into our daily food.

Canada is a fine country in which to live.

APPLE PRICES TO BE FIRM.

LAST year there was a very heavy crop of apples in Canada, but on account of the war export business to the United Kingdom was adversely affected. It is interesting to compare with that the situation existing this year. In the old country both the weather and the war are affecting the prospects of the apple season. While the situation is not so complicated as last season when dealers on both sides of the Atlantic were faced with so many new problems in disorganized steamer services, high freights, less demand, etc., yet the situation to-day is by no means a normal one.

Reports from the old country appear that there is likely to be a good crop in the North and in the midlands of England but in the south the supply is bound to be less than usual. In Scotland the prospects for a good crop are fair and it is generally believed that prices are likely to be reasonable for the British crop.

Writing from Glasgow, Scotland, the Canadian Trade Commissioner there, in sizing up the apple situation states that in neither Scotland or England are there bright prospects for the Canadian apple season, owing to the high freight and the additional difficulty of securing tonnage. Some experts figure that there will be about 80,000,000 barrels from Canada and the United States but others only calculate one-half that total reaching Britain. He believes, however, that the demand for Canadian apples will be greater than ever for it is generally believed that large quantities will probably find their way to the troops in the several theatres of the war. Thus should the supply be as seriously reduced as many fear, a severe shifting of wholesale and retail prices is certain. Already in many cases the shipping companies are asking double the rates ruling twelve months ago. British statistics show that during the seven months ending July 31st, 1915, the value of apples imported into the United Kingdom was some £400,000 greater than in the corresponding period ending July 31st, 1914.

So far as Canada is concerned, the crop of apples doesn't appear to be nearly as large as last year. While in some districts the yield looks to be pretty good, there are others where it is poor. The situation is reflected in advances in various centres in canned apples as well as in evaporated. From all appearances prices are likely to rule high in these lines during the coming season.

THE WAY OF A BUSINESS MAN

IN last week's issue it was announced that the C.P.R. Purchasing Department had selected H. T. Meldrum to represent the department in London, England. Sir Thomas Shaughnessy's idea is to have a man right on the spot to get after all possible business for Canadian manufacturers.

The point here is that what the Dominion Government had failed to do, a business man like the president of the Canadian Pacific has done. Mr. Meldrum was assistant general secretary of the Canadian Manufacturers' Association and was connected with that association for the past five years. He is a graduate of McGill in arts and before joining the Manufacturers' Association was a member of the editorial staff of the Montreal Star. Mr. Meldrum is young and he is not a national figure—but it is doubtful if this will worry the man who made the selection. Sir Thomas Shaughnessy and the Canadian Pacific make men with reputations rather than seek reputations which do not always make men. It will remain for the future to test the judgment of Sir Thomas.

What we need most of all—and particularly in these times—in the government of our country are big business men who grasp the problems with which they are confronted in a business way. When the war broke out last fall was the time the Canadian Government should have been represented in London to get everything that was going. Sir Thomas Shaughnessy was connected with the purchasing of war supplies only a few weeks before action was taken.

Time and time again the MacLean publications have urged the Department of Trade and Commerce to send a representative to London to camp on the door-step of the war office to get all possible orders for Canada—a man with the authority and prestige of the Dominion Government to carry him past the inevitable subordinate at the door and secure all possible business going for our manufacturers. The Department was asked to do merely what any live business man in the minister's chair would do without urging.

Sir Thomas Shaughnessy, as head of the C.P.R. Purchasing Department, again points the way to Sir Geo. Foster. Is it too much to expect the Department of Trade and Commerce to cease fooling with statistics and take some active steps to keep Canadian factories running during the coming Winter?

EDITORIAL NOTES.

THE OYSTER SEASON is once again with us. The demand depends on the selling ability of the man behind the counter.

* * *

ONE FEATURE of Canada's participation in the war has been the absence of internal strife and dissension between employers and employed.

* * *

MANY GROCERY stores at this period of the year are finding a marked contrast in their turnover with those of a year ago. It was observed the other day that one of the large Montreal stores was cutting prices to an unheard of extent in their grocery department. It has been suggested that the manager hopes by this means to bring his turnover for August to where it was a year ago, when the buying of groceries was phenomenal on account of the fear that supplies would soon be unprocurable. It should, however, be remembered, that when prices are cut so are profits.

THRO' OTHER SPECTACLES

Better Business Outlook.

From The Financial Post.

DESPITE the pessimism engendered by unsatisfactory news from the theatre of the war, domestic commerce in Canada is brightening. Offsetting the war cables we have wires from the Canadian West telling of greater crop than was anticipated two weeks ago and of ideal harvesting weather. Railway companies, although their earnings in the gross do not show much change, report that merchandise is moving more freely. It will be noted also from our bank clearing returns, which appear on the last page of this issue, that in Eastern Canada there is an increase over the figures of a year ago. We have to count in these figures, however, the influence of large cheques passing on account of war orders, as well as the inflation of clearings through the very active speculation in war stocks. Making due allowance for these two factors, it will be found that clearings in Eastern Canada are keeping well abreast of those for the corresponding period of a year ago, and in the opinion of The Financial Post they will continue to show slight increases as a result of steadily improving business.

* * *

Canned Foods and Economy.

The Grocer, London, Eng.

THE Parliamentary War Savings' Committee is issuing a pamphlet giving advice on economy and explaining why it is essential to the victorious conclusion of the titanic war in which we have already been engaged for a year that we should save all we possibly can; and it naturally urges that meals which give the greatest nutrition at the least cost should receive more consideration. In this category we should undoubtedly include canned foods of different descriptions, for fresh meat and fish are now commanding exceptionally high prices, and as the canned varieties undoubtedly show a substantial saving in cost, their more extensive use ought to be encouraged by all who appreciate the vital importance of national and personal economy. In these circumstances, we learn with surprise that the Royton Urban District Council has issued a circular to local residents in which it calls attention to the prevalence of diarrhœa and the means to be taken to prevent it so far as the treatment of milk, fruit, waste vegetables, etc., is concerned, and adds: "It is advisable to avoid all tinned goods and tinned foods, particularly tinned salmon." This is a piece of wholly gratuitous and unnecessary advice, calculated to create prejudice in the minds of the public against a most valuable class of food, and conveying harmful innuendoes which should be refuted by the Canned Goods Sections of the Chambers of Commerce promptly and vigorously.

Already the members of the Oldham and District Grocers' Association, whose trade in canned goods would promptly be affected were such insinuations to be allowed to pass unchallenged, have taken action to meet the attack. At a special meeting held recently, they very properly expressed surprise and indignation at the issue of the circular and called for its withdrawal forthwith, contending that diarrhœa does not result from the consumption of canned foods, provided, of course, that the tin is not damaged or blown, and explaining that the unfounded suggestion would act harshly against grocers, many of whom are large purveyors of packed salmon, "which in these days of stress and high prices is a real boon to the working classes, who thoroughly appreciate the reasonable prices and good quality of this article of food as stocked by traders of the district covered by the council." In the interests of the trade and the public alike we hope that the Oldham Association's protest will be strongly supported by other trade organizations concerned, for these attacks upon the trade, if ignored, often have unexpected and far-reaching results.

* * *

Future of the Munitions Trade.

Journal of Commerce, New York.

IN making it plain to the Government of Austria that the United States nation intends to maintain its international right to ship and sell munitions of war. Secretary Lansing incidentally suggests some significant economic views of the matter. True, he did not present his thought in that light, but the idea is there and has a decidedly important bearing upon the immediate policy of the United States. Mr. Lansing gave as one of the controlling reasons for maintaining the munitions trade that on no other basis can the manufacture be kept down to reasonable limits. Were it not for this power and right to buy and sell in the world's markets, he pointed out, every nation would be obliged for its own protection to manufacture in quantity and keep itself supplied with plants adequate to the production of a constant supply of the goods under any and all conditions. This he, by implication at least, regards as a waste of capital and, by tolerably direct expression, stigmatizes as a menace to general peace—witness the experience already had with nations which have followed the plan of large domestic manufacture.

* * *

Scarcity of Tea in Russia.

By U. S. Consul at Moscow.

THE condition of the tea market has been rather critical recently owing to the limited and decreasing supplies and the increasing demand. In consequence of the prohibition of alcoholic drinks, tea has become the principal drink of the population. The supplies stored in the provincial towns are becoming exhausted and the dealers are anxious to supplement them. At the beginning of the Indian tea season of 1914, when the transactions are usually concluded, these could not take place owing to the breaking out of the war; it was impossible to secure the required supplies, and what had been bought was delayed in shipping. Consequently the dealers disposed of the remaining supplies of former years.

The transportation of new supplies is extremely difficult, the only possible route being via Vladivostok. The shipments are sold in the retail trade as soon as they are received. The provincial dealers, in view of such conditions, make every effort to secure a supply of tea, while the wholesale dealers are afraid to exhaust their supply, and as a rule will supply only 60 to 70 per cent. of the ordered quantities. All transactions are concluded on cash terms.

Since March 13 the duty on tea has been raised by eight rubles per pood, an increase of nearly 11.5 cents per pood, in consequence of which the tea sold either rises in price or becomes inferior in quality. The present season on the Chinese tea market has begun with increased prices, which is explained by the great demand on the part of the Russian market, Great Britain and other countries.

Getting the Better of the Rural Club

Reply to Query of the General Merchant, Some of Whose Farmer Customers Are Organizing to Buy Some of Their Goods Direct—The Women Have a Big Say in What Shall Be Done—The Importance of Service.

Written by a Successful General Merchant.

I READ with great interest your article in issue of August 13th, entitled "Can You Answer This." The fight of this merchant has appealed very strongly to my love of hard merchandising problems and I have taken it upon myself to answer in my small way this problem.

Truly this general merchant is up against a difficult proposition, and one that will call for courageous and determined action. It is one of those problems that make a man sweat blood, yet is the real test of a man's merchandising abilities. Necessity is always the father of invention and in this case the invention of new selling schemes will be one of the big factors in overcoming the obstacles facing this general merchant.

The information supplied is very meagre and it is difficult to outline any action upon the information available in this article. However, sufficient is given in order to outline a campaign that may be of benefit to this merchant.

In order to come at the problem in the right light it is necessary to analyse the conditions which result in the problem facing this merchant. In the first place, why did these farmers take up the proposition of the stranger and form Grangers and cooperative buying clubs? Second—who is behind the movement and why are they behind it? Third—Who is going to benefit in the long run by the Association?

Merchant to Blame Sometimes.

Looking closely into the first question you will find that the woman of the household has had a great influence in preparing the farmer to receive the arguments for the formation of the association by her constant demand for lower prices and her love of bargains. The housewife—at least many of them—has educated the farmer to think that cheap goods are the most economical that she can purchase, whereas this may be entirely wrong. It is quite possible that the reason why the farmers have formed themselves into a club to buy collectively is that they have not been able to get at home the merchandise that they need or they haven't been given the service they think they should receive. It is not always the farmer who is to blame in cases like this. It is well for the merchant to look into his own service, to find its defects and to correct them. If you were giving the service to these farmers why would they go outside of their home town to purchase?

In Canadian Grocer of August 13, page 22, there appeared a letter from a general merchant who has had difficulty in retaining a good percentage of his customary business with his farmer customers, because of the fact that some of them were uniting in clubs to purchase certain goods direct. In reply to a request for suggestions from other readers, the accompanying letter has been received from a successful merchant who has given this very matter a great deal of thought and attention. It is to be hoped that others who have already dealt with this difficulty will be good enough to send in their experiences. —The Editor.

Again, it is quite within reason to assume that one of the factors behind the Association is the love of social intercourse among the farmers. Their life confines them very much and their opportunities for social intercourse are very limited, with the result that this Association may offer them opportunities to get together to discuss their troubles, and the buying is merely a side issue—an excuse for the association, as it were—longing for a social atmosphere being the real reason why the farmers go to these meetings and why they form these associations. If the longing for social intercourse could be supplied in other ways, it is very doubtful if the farmers would form themselves into associations for buying in this way. This viewpoint may be radical, but you will find on investigation that there is quite a bit of truth in it, and it is certainly worth serious consideration on the part of the man who faces the problem.

Supplying the Deficiencies.

Several instances can be stated where problems of this nature have been overcome by supplying the needs of the farmers for social intercourse by getting them together in a gathering and putting your proposition up to them in the straight-from-the-shoulder way. Every farmer loves fair play, and if you can show the farmer that he is not treating you fairly by forming these associations and buying outside the home town, also that you find it necessary to have his trade in order to give him the service that he demands, you will find a very favorable feeling being established between you and the farmer. Ordinarily the farmer when he entered into this arrangement expected you to fight him, and expected you to do everything in your power to make it hard for him to remain a member of the association. It is a far better plan to use the member of this association as you would any of your other customers and endeavor to show by your attitude that you do not feel antagonistic to him because he is buying from somebody else.

In looking into the second factor that enters into this situation, you will be surprised to find the power wielded by the indirect influence of the woman in the home upon the buying of the man, and it will be to your interests to cater very strongly to the women, and as you investigate these matters, the ways and means to counteract them will come to you. It is impossible for anybody to give you the exact methods to follow in making your appeal to the women. Different localities develop different longings in the women, but you can always rely on certain things. The women are greatly interested in anything that concerns fashions, and any information that you can give them along this line will be greatly appreciated and sought after, and you will have your reward in the long run. The majority of merchants feel that in order to get business they must get direct returns from all of their efforts, but when one has to meet conditions such as the merchant in question is facing he will find that by working in an indirect manner, so as not to show the farmer his hand, the result will be more permanent, and will be just as sure. One may take it for granted that once he has the "wimmin folks" for him the farmer cannot prevail against him. He has to fight fire with fire sometimes, and here is a way to carry the war into the camp of the enemy.

In looking into the third factor that enters into this situation, you will find upon investigation that the motive behind the farmer entering into this association has not been a desire on his part to do you out of business, but has rather been a desire on his part to purchase his supplies at the lowest possible price.

Could Service be Changed?

It rather bespeaks the lack of salesmanship on the part of the merchant, in-

asmuch as he has not convinced his customers that his service is the best possible for that neighborhood; also that his prices are reasonable when the quality of the goods and the service is taken into consideration. In looking at the situation from an impartial standpoint, it seems that the association solicitor has simply put one over on the home merchant, with the result that he has got the farmers together and formed an association to buy his goods at his prices, and has used the lure of bargain-price against the home merchant, who has not seen the handwriting on the wall in sufficient time to offset the efforts of the interloper, with the result that the club is being formed and he will lose business for the time being, although the ultimate result of all of these clubs has been disastrous to those who have become members. And it has always worked out to the ultimate benefit of the local merchant. But that does not help to overcome the difficulty of the moment, and will not pay bills that come due today and to-morrow. In order to hold the business and to keep his head above water it will be necessary for the merchant to adopt some very daring tactics and to be original in his efforts to retain customers.

In the issue of August 13 of Canadian Grocer, on page 25, you will find a story of a Quality Sale, wherein the salesman

(Continued on Page 35.)

Merchants Fighting Cartage Charges

Sherbrooke, Que., Board of Trade Organizes Movement to Turn Trade From Houses in Montreal and Toronto Who Do Not Sell F.O.B. Cars—Solution Suggested by Grand Trunk Official—The "Cartage at Both Ends" Question Again—What Wholesalers Say.

SHERBROOKE, Que., Sept. 1—(Special).—Shall the outside merchant pay cartage charges from the wholesaler's warehouse to the railway? That question is being raised again, and discussed with much vigor by the retail merchants of Sherbrooke, Que. The matter has been carried so far, an attempt is being made to get all merchants in that city to agree not to pay wholesoler's cartage charges.

John J. Fitzgerald, secretary of the Sherbrooke Board of Trade, states that a Grand Trunk agent has made a suggestion which he thinks will possibly simplify the working of the matter of having cartage charges paid by the wholesaler. The suggestion made by this official is that merchants should each give the local agent a list of the wholesale houses whose cartage charges they refuse to pay, and the transportation companies will then refuse to accept goods from those wholesalers unless they agree to pay their own cartage charges.

Working for a Change.

The Merchants' Committee of the Sherbrooke Board of Trade has been working for the last few months on a solution of the problem from their standpoint. The matter was submitted to the Railway Commission, and the Railway Commission took it up with the transportation companies. These declared that it was entirely a matter for arrangement between the wholesalers and retailers, and that the railroad companies had no opportunity of acquainting themselves with the agrements made when goods were purchased.

After a couple of months' correspondence between the Sherbrooke Board of Trade office, the Railway Commission, and representative wholesalers, it was still difficult to determine who was to blame—if there is blame to be attached to anyone—for a condition of affairs which allowed wholesalers in Montreal or Toronto to deliver goods to customers in their own cities free of charge and still bill Sherbrooke merchants for delivering goods to the freight sheds in those same cities. The Retail Merchants' Committee of the Board decided that it was necessary for the Sherbrooke merchants to take a united stand in the matter. Accordingly all the retailers in the city were circularized and asked to write to their wholesale houses to effect that they would no longer pay cartage charges for them, and that if the transportation companies persisted in collecting from this end, the merchants would demand a rebate.

The following is a copy of the letter sent to Sherbrooke retailers by the Board of Trade, calling upon them to write to their wholesalers demanding that they pay cartage charges:
companies.

Dear Sir,—The Retail Merchants' Committee of this board has, for the past two months, been working on the matter of cartage charges by the transportation companies.

You have, no doubt, frequently noticed that on your freight bills you are charged for cartage which the wholesaler should pay. In taking the matter up with the Railway Commission we find that the transportation companies claim that it is entirely a matter between the retailer and the wholesaler. It is up to you to make the wholesaler pay.

We are asking each merchant to write each of the houses with which he does business to the effect that in future he must pay the cartage charges at his end. An agreement along the above lines is also being signed by the various merchants and will be presented to you.

This movement means a big annual saving and needs your co-operation.

JOHN J. FITZGERALD,
Secretary Sherbrooke Board of Trade.

The following is a sample letter drafted by the Board of Trade for retailers to send to their wholesalers:
Gentlemen:

In the past I have been several times called upon, when paying freight bills, to pay cartage charges from your warehouse to the freight sheds in (name of shipping point). These charges should, in reality, be paid by you. In the future, therefore, it will be understood that my orders are to be "f.o.b. cars," and I shall either refuse to pay charges to the transportation company or demand a refund from you until such time as proper arrangements can be made with the transportation companies to collect from you.

Trusting that you will see the reason in this,

Yours very truly,

The Proposed Agreement.

This is the agreement which the Board of Trade of Sherbrooke is endeavoring to get all retailers to sign:

"We, the undersigned retailers of Sherbrooke, hereby agree that on and after the first day of September, 1915, we shall demand that all wholesalers with whom we do business shall pay their cartage charges from warehouses to freight sheds at point from which shipments are made. If the railroad companies persist in continuing to collect from retailers we shall demand refunds from all wholesalers."

The reply given by the Montreal wholesale trade to these assertions, expressed in a nutshell, is:

"We sell our goods ex warehouse, so that the same conditions apply to the merchant in the city as in the country."

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces

Albert and Nellie Turcotte have registered in Montreal as grocers under style of Turcotte & Turcotte.

A co-partnership has been registered between C. E. Whidden and J. P. Clark, general merchants, Antigonish, N.S.

T. R. Boughner, Tillsonburg, Ont., has sold his grocery business in the Mabee block to Brown & Brown of St. Thomas, who took possession recently.

Ontario

M. Kirvin, grocer, Toronto, has sold to O. R. Lyons.

D. Radcliffe, grocer, Toronto, is succeeded by E. Lees.

A. C. McBrien, grocer, Toronto, has sold to W. J. Philpott.

H. Burns, grocer, Streetsville, Ont., has sold to A. Norrington.

Mrs. Carrie Madill, grocer, Toronto, has sold to A. R. Plummer.

Harriet A. Miller, grocer, Owen Sound, Ont., has sold to Robt. Cameron.

John Watt, grocer and baker, Timmins, Ont., has sold to I. K. Moore.

J. A. Milne, of Calgary, has purchased a grocery business in Orillia, Ont.

The Eggo-Baking Powder Co., Hamilton, Ont., have obtained a charter.

T. H. Clee, grocer, Toronto, has sold his Bloor Street business to F. Irons.

M. Boyer, general merchant, French Hill, Ont., is succeeded by A. La France.

Thos. Kirkpatrick, general merchant, Dorchester, Ont., has sold to W. J. Reed.

E. R. Holmes, general merchant, Selkirk, Ont., sustained a fire loss recently.

The general store of E. R. Holmes, Selkirk, Ont., was gutted by fire recently.

F. Hopper, general merchant, City View, Ont., is succeeded by John Clarke, Jr.

F. C. Braithwaite, general merchant, Harrisburg, Ont., has sold to W. W. McWatters & Son.

J. W. Scott has opened a new grocery store at the corner of Colborne and Simcoe Streets, London, Ont.

Mrs. R. Ferguson, grocer, William Street, London, Ont., has sold her stock and has closed up on account of her health.

The Retail Merchants' Association of Galt, Ont., have decided to continue the Thursday weekly half holiday during September.

B. Trudel, tea buyer of Chaput Fils Limited, Montreal, has gone West on a business and pleasure trip, accompanied by his wife.

L. Johnston, traveller for M. Masurett & Co., wholesale grocers, London, Ont., has accepted a position with Gorman & Eckert & Co.

The Canadian Cereal and Flour Mills, Limited, have moved their head offices in Toronto from the Royal Bank Building to 32 Front Street West.

J. C. Finch, a traveller for the IXL Spice and Coffee Mills, Ltd., London, Ont., has started back on his old ground after being ill for four months.

Mrs. S. Ross, grocer, corner Dundas Street and Humberside Avenue, West Toronto, has returned home from a trip to the Canadian West. She visited friends in Saskatoon, Sask.

W. D. Rogers of Toronto, has purchased the store and mercantile business of Mrs. Roach, of Whitevale, Ont., near Pickering, and will take possession on Sept. 1st.

G. H. Ellis, grocer, corner Piccadilly Street and William Street, London, Ont., has bought the butcher business of W. Mallin, next door, and he has also bought the store and dwelling which he now occupies.

The extreme cold from the storage meeting the extreme heat from the fire, with the smoke, spoiled the contents of that room. Manager Finlay, of the Fish Company, figured the loss at $10,000.

Captain John Harris, who is promoted to the rank of major in the 109th Regiment, is Canadian manager of the Nugget Polish Co., Ltd., Toronto. He is a member of the Board of Trade, and an Associate of the Chartered Institute of Secretaries of Great Britain.

The Producers Fish Company, Port Stanley, Ont., suffered a loss of $10,000 at the St. Thomas Packing Company's fire recently. When the fire started there were two men in one of the freezing rooms of the cold storage packing fish, and when they escaped, they left the door open.

Capt. G. B. Morton, who has command of the Thirteenth Company of the Seventy-Sixth Battalion at Niagara camp, and whose home is in Hamilton, Ont., is connected with David Morton & Sons, soap manufacturers there. Recently the employees presented him with a military riding outfit as an evidence of their appreciation of his loyalty and their good-will.

Western Canada

John Kehler, general merchant, Hague, Sask., has sold to D. J. Klassen.

Stock of the Winnipeg Co-operative Society, Winnipeg, has been sold.

A. B. Hudson & Co., general merchants, Craik, Sask., have sold to Liddles, Ltd.

Geo. B. Barager, general merchant, Nesbit, Man., is succeeded by S. P. Parkinson.

Matos Bros., grocers, Winnipeg, Man., have dissolved, each continuing separately.

Bertin's, Ltd., general merchants, Webb, Sask., are succeeded by the Webb Trading Co.

Mrs. B. M. Hart, general merchant, Woodnorth, Man., has sold to Jos. P. Richardson.

F. W. Woolworth & Co., Ltd., have opened a 5, 10 and 15-cent store in Moose Jaw, Sask.

W. A. Hill, grocer, Victoria, B.C., is opening a branch on Yates Street, in that city.

The Farmers' Store, general merchants, Moose Jaw, Sask., has opened a branch at Pennant.

H. J. Frederick, general merchant, Bruce, Alta., has sold his business to Howard & Spafford, of Edmonton. The firm will be known as the Bruce Trading Co.

The W. E. Lord Co., Red Deer, Alta., have almost doubled their serving capacity in counter space and staff in their grocery department. They will specialize more in fruits, confectionery and produce.

White Grocers, Ltd., Saskatoon, Sask., is a new organization which was recently incorporated with a capital of $20,000. Wellington M. Farnam, an Eastern Townships man, who has lived in Saskatoon for four years, is the president and manager of the company. With him is associated T. Gibson Hall, secretary-treasurer of the firm, who has been in the West for ten years. Prior to coming to Saskatoon four years ago, he was with the Bank of British North America for a period of 18 years.

Canned Vegetables Still Firming Up

Montreal Jobbers Again Advance Prices—Lower Grade Teas Down, But Finer Are Quite Firm —Trade Awaiting Details of Sugar Agreement Between Refiners and Wholesalers —Easier Prices on Primary Peppers.

Office of Publication, Toronto, September 2, 1915.

IT looks, from all present indications, as if the public will have to pay more for potatoes in about six weeks or two months. The rains and the intermittent rainy and sunny weather have been effective in causing a blight or rot and while the effect is not yet felt, in about six weeks or two months' time we may see higher prices for potatoes. We understand that quite a percentage of the Ontario crop has been thus affected. Our St. John, New Brunswick, correspondent states that New Brunswick has not escaped and if so that will further tighten up the situation. It is not only the rain that causes the rot or blight; it is that one day there is sun and the next day there is rain; one day there is heat and the next day there is cold; and the misfortune is not so much in one particular kind of bad weather or a run of it, but that the potatoes, while they are growing, experience more than one kind of weather. Prices at present are about 85c to the trade for Ontario stuff. This is not very high, because the farmers are selling a good many potatoes locally to store keepers. In a few weeks' time, however, they will quit doing this and retailers will buy from the dealers, who in their turn will have to buy from the farmers, and as soon as the farmers get the dealers after them for a lot of potatoes, they will put the price up and then the price to the trade will go up also.

As may be seen in our detailed report, both Ontario and Manitoba flour has suffered a decline this week and a fairly heavy decline at that. Manitoba prices are now down 75c and Ontario Winter wheat has registered a decline of 50c. Anybody who has followed our market reports will have noticed that the market on flour has been easy for a long time now and these declines are not, therefore, surprising. They are, of course, the result of the fact that the bottom has dropped out of the wheat market.

In regard to this it is interesting to note that on Aug. 1, cash No. 1 Northern Wheat sold at Fort William at $1.29. It now sells at 17c per bushel lower than that, i.e., $1.12. People are asking—will the market go still lower? It looks as if it will. Our own crop, the United States crop, Australia's export surplus and the domestic crops of all the Allied Nations are heavy, and so much in advance of last year. The Allies will not this year be out-bidding and over-bidding each other, but will all bid in concert, knowing each other's moves, and therefore we do not think we will see the high prices on wheat that were the case last year. At any rate the big Canadian mills at present are not buying, as the larger grain dealers are advising hand-to-mouth purchasing. This looks to be proof positive that lower prices are expected and that is the general feeling. The Exchange difficulty which we noted a couple of weeks ago, is even more a factor now than it was then.

The apple crop is smaller this year. Details are not yet to hand of just what the decrease will show, but it is freely known that the crop will be considerably lower than we had last year. This seems to be evidenced already by the prices which are obtaining on such shipments that are already on the Toronto and Montreal market this season. Canned and evaporated apples are also firmer. We shall see what we shall see, but it looks at present as if a few weeks will see higher prices on apples.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Manitobas decline 75c barrel.
- Ontarios will follow later.
- Bulk rolled oats declines.
- Package oats will go lower.
- Decline in feeds expected.

PRODUCE AND PROVISIONS—
- Finest creamery now 30c lb.
- Cheese market is firmer.
- No change in new laids yet.
- Honey still quoted too high.
- Lard a shade firmer.
- Fresh roasted chickens down.

FRUITS AND VEGETABLES—
- Lots of apples arriving.
- Big demand for musk melons.
- Good head lettuce scarce.
- Red cabbage now being offered.
- Tomatoes still at 25c box.
- No more American potatoes.

FISH AND OYSTERS—
- Quantities of lake fish in.
- Jewish holidays brighten trade.
- Salmon not over-plentiful.
- Smoked fish in better demand.
- Oysters moving better.

GENERAL GROCERIES—
- Currants going higher again.
- New grade of sugar on market.
- New pecan prices expected.
- An advance in canned vegetables.
- Black and white peppers decline.
- Rice expected to go up.
- New dried peas on the market.
- Molasses still very high.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Drop in Manitoba flour.
- Drop in Ontario flour.
- No change in cereals.
- All feeds firm.

FISH AND OYSTERS—
- Dearth of lake stuff.
- Trout and whitefish still scarce.
- Sea stuff sells well.
- Good hotel trade.

PRODUCE AND PROVISIONS—
- Lard prices down.
- Cooked meats easier.
- Bacon slightly lower.
- Butter down in price.
- Same applies to eggs.

FRUITS AND VEGETABLES—
- Oranges in demand.
- Lemons lower in price.
- Berries nearly done.
- Carrots up slightly.
- Potatoes and blight.

GENERAL GROCERIES—
- Currants up higher.
- Common tea easier.
- Good tea firmer.
- Valencia raisin prices high.
- Dried fruits strong.

QUEBEC MARKETS

Montreal, Sept. 1.—The most important happening this week was a drop of 75c per bbl. in the price of Manitoba flour. This had been expected, as it was unavoidable with wheat falling the way it has been doing the last few weeks. The real cause of this is the enormous crop now arriving to be milled. With more bran and shorts being made, the feed market should ease off too. Rolled oats dropped 10c per bag, and while packages are still being quoted at $4.50 per case, a considerable drop is expected before many days.

It appears that despite the big drop in flour, price of bread in Montreal will remain unchanged. The consensus of opinion is that this is very unfair, that bread should be 2c per loaf cheaper, i.e., should be 6c instead of 8c. The baker, it is estimated, makes 252 lbs. of bread from a

barrel of flour; allowing 4c per lb., he realizes $10 per bbl., which with flour at $5.85 should allow him sufficient to cover everything and make a reasonable profit.

There is a scarcity of Scotch herrings. It appears that they are catching no more on the other side than is necessary for home consumption. Quotations today are as follows: In tomato sauce, $1.55 -$1.70 doz.; kippered herrings, $1.65-$1.80 doz. standard size.

Recently one of the Eastern sugar refineries came on the market with another grade of sugar, slightly inferior to No. 1 yellow. They were followed by another refiner, who is quoting $6.05, but they do not guarantee the quality; in fact, they do not put their name on the bag. The trade are patiently waiting to see what the refiners and wholesalers are going to do about lowering prices. The change will not come into effect on Sept. 1, as was hoped: it may take place a week later.

Some idea of the state of the tea market at present can be gathered from the fact that caffeine, which is extracted from tea, and is used in patent medicines, which was quoted as low as $2 per lb. a few weeks ago, is now selling for $9.50 per lb.

A further advance occurred this week in canned tomatoes, stringless beans, corn and peas, amounting to 2½c per doz. This action was taken by the holding company. A Montreal wholesaler will advance his price on best tomatoes to $1 this week. A meeting between the wholesalers and representatives of the canners was held on Tuesday; while no agreement was made, it was stated by those present that an agreement was likely.

SUGAR.—There is no change here. Market on raws is firmer, but no actual advances have taken place. Local demand is only from hand to mouth. No change in refiners' quotations are anticipated for Sept. 1, as nothing definite has been arranged with wholesalers. There may be developments next week.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 65
20 lb. bags	6 75
2 and 5-lb. cartons	6 95
Yellow Sugars—	
No. 3	6 50
No. 1	6 25
Extra Ground Sugars—	
Barrels	7 05
50 lb. boxes	7 25
25 lb. boxes	7 45
Powdered Sugars—	
Barrels	6 85
50 lb. boxes	7 05
25 lb. boxes	7 25
Paris Lumps—	
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Crystal Diamonds—	
Barrels	7 30
100 lb. boxes	7 40
50 lb. boxes	7 50
25 lb. boxes	7 70
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—The consensus of reports is that fine Ceylons are still high and that lower grades are cheaper. Record sales of Japans have been made since the arrival of the new crop.

DRIED FRUITS. — As stated last week, there are few Sultanas to be procured. Currants are getting scarcer, and prices are going up all the time. Two cables arrived on Saturday cancelling quotations, and it is certain that if Greece goes to war, the supply of currants this year will be small. Where they are obtainable on spot, they are costing wholesaler 8c for loose, and will be costing the retailer around 10c. In the primary market, Smyrna bag figs are bringing 6c, whereas before the war they sold for 3c; there is a big demand for them. Import peels are quiet; these are being prepared in Canada now, which has killed import trade to a great extent.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apples, choice winter, 50-lb. boxes	....	0 08½
Apricots	0 15½	0 17½
Nectarines, choice	....	0 11½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½
DRIED FRUITS.		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 09
Dates—		
Dromedary, package stock, per pkg...	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3-crown, lb.	....	0 09
Sultana, loose	....	0 12
Sultanas, 1-lb. packages	....	0 13
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 12 oz.	....	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Importers are finding it difficult filling orders for shelled walnuts. Spot stocks are small. The market in France has gone very high since it opened ten days ago, and the belief is held that shelled walnut market will be exciting later on. Shelled almonds are expected to be steadier. New peanuts will be quoted in about a week; there is nothing to indicate the new price; the crop is a little later this year. French peanuts in shell are almost unobtainable, there being few in importers' hands. Good French shelled peanuts are also scarce.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb....	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 12	0 13
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—In this province, stocks of fancy are small. There is a fairly good supply of choice, but people here will not buy it until fancy is unavailable. Ontario will buy choice, but Quebec will buy fancy as long as it lasts. The market is almost any price dealers like to make it, and the man who has it can sit on it and almost make his own price. It is almost double what importers were paying at this time last year. In a few weeks it is believed by some that fancy will bring 60c per gallon.

	Price for Island of Fancy.	Montreal. Choice.
Barbadoes Molasses—		
Puncheons	0 55	0 46
Barrels	0 53	0 49
Half barrels	0 60	0 51

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls....	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60
Maple Syrups—	
New, pure, per 8½ lb. tis	0 75 0 80
Pure, in 15 gal. kegs, 8c per lb. or per gal.	1 15

SPICES.—Jamaica ginger, which has been a little scarce this year, will be more plentiful in a week or two when the new crop arrives. Prices on new crop pimento are considerably lower than they were a year ago. A further decline has taken place in the primary market on peppers; white Singapore declined from 8¾d. to 8½d., and black Singapore from 5¾d. to 5⅝d. Local wholesalers announce a decline in Zanzibar cloves of 2c lb., quotations now being 25-27c.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	....—0 16	....—0 69	....—0 23
Cassia	....—0 22	....—0 89	....—0 29
Cayenne pepper	....—0 28	....—....	....—0 35
Cloves	....—0 28	....—1 05	....—0 35
Cream tartar—45-55c.			
Ginger, Cochin	....—0 22	....—....	....—0 29
Ginger, Jamaica	....—0 23	1 00—1 15	....—0 31
Mace	....—0 80	....—....	....—1 00
Nutmegs	....—0 40	....—2 40	....—0 75
Pepper, black	....—0 22	0 90—1 00	....—0 29
Pepper, white	....—0 30	1 15—1 20	....—0 37
Pastry spice	....—0 22	0 95—1 20	....—0 29
Pickling spice	0 14—0 16	....—....	....—....
Turmeric	0 21—0 23	....—....	....—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—Following the advance in Siams last week, the Imperial Milling Co. of Vancouver have received cable advices indicating further advances on both Siams and Japans. It appears that this company's prices, at which heavy sales were made, were below the market. There is no imported rice coming in—dealers state they can't get a pound. The wonder to the trade here is that local prices are not higher, as Canadian millers have things pretty well their own way.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 60
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

	Per lb.	
Imported Patna.		
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—Wholesalers report that business keeps up fairly steady; there is not a big volume, but it is satisfactory. The market has no features.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	....	0 30
Bucramanga	0 30	0 32
Mexican	0 30	0 32
Maricaibo	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	....	0 14

DRIED VEGETABLES.—Local wholesale houses announce an advance in the price of Canadian white beans, 3-lb. pickers, of 15c per bushel, their quotation now being $3.75. It will not be long before the new crop is here, and it is understood that it is a good one. There are reports, however, that recent rains in Western Ontario have done considerable damage to the crop, which is now in the critical stage. There is some uncertainty about the market; one wholesaler states that he was offered 3-lb. pickers as low as $2.75, whereas the average price in first hands seems to be around $3.30. The new crop is expected about Oct. 1. New peas have arrived on this market, and are bringing rather high figures. In two weeks' time they will arrive more plentifully, when the market will ease off. It looks as if the crop is going to be a good one. Splits remain high, and will do until common peas arrive. Peas are rarely split until there is a surplus, and at present the price is too high to permit this.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 45	3 75
Yellow eyes, per bushel	....	4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	....	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	3 00	3 30
Barley, pearl, lb.	0 05	0 06

MONTREAL

CANNED GOODS.—The Holding Company have raised their prices at factory again. Wholesalers' quotations this week on tomatoes, stringless beans, corn and peas are 2½c higher than last week. One wholesaler was quoted last week as predicting that $1.10 and $1.15 would be paid next year for tomatoes; another wholesaler goes further than that and states that before May next year, tomatoes will bring $1.25, and perhaps $1.50. This, of course, is questionable, unless construction work is revived. This man announces that he will advance his prices to $1 this week.

The opinion is held here that salmon just now is a good buy, as reports are prevalent that British buyers are making inquiries as to prices.

Later news from the Coast is to the effect that Fraser Sockeyes have been rather disappointing, and it looks like a low pack in that river and Puget Sound. Altogether, the Sockeye pack will likely be 40 per cent. below last year. Northern parts are a little better. Cohoes will be short too, about 70 per cent. of last year, but there is a fair run of Pinks, with 75 per cent. of 1914.

ONTARIO MARKETS

Toronto, Sept. 2.—As may be seen from our detailed dried fruits market report, currants are not the only thing which are going up. Considerably overdue, the Valencia raisin prices are now out, and it looks as though the retailer will have to pay at least 14 cents. Currants are up once more in the primary market. All other lines show strength. These remarks apply, of course, to futures more than to conditions relative to spot stocks, but we shall feel the effects in October when shipments begin to come in.

Both the butter and egg markets were down this week, and in each case it seems to have been that the demand fell off somewhat rather than the supplies were over-large. Dairy butter, however, keeps steady. This has been the grade most in demand; not creamery.

The wintry weather which we have experienced here for a week has affected the demand for cooked meats on the part of the public quite a little apparently, and these are now down in price. Despite determined efforts, it seems to be impossible to get the public to regard cooked meats as anything but hot weather dishes.

There is a new selling arrangement, apparently, with regard to sugar, which is to go into effect, we hear, on September 7th. Negotiations have been proceeding between refiners and the jobbers for some time now.

Fruits and vegetables have been somewhat slower this week, taking them all through, though this applies, possibly, more to fruits than to vegetables. Berries are getting pretty well done. Peaches have been in big demand.

The drop in flour of 75c and 50c respectively in Manitoba and Ontario winter wheat flour are not unexpected. The market simply followed the trend of the wheat market. It is debatable, though, whether business in flour will pick up much as long as it is felt—as it is now—that lower prices will materialize in the near future.

SUGAR.—There is nothing at all new in this market with regard to the situation. Buying is average; business is not brisk. General tone of raws in New York is firmer, though, and a partial recovery of the temporary downward motion has been effected this last week. Overseas buying is fairly active at this writing.

For some time negotiations have been going on between refiners here and the jobbers, and it is understood that a new selling arrangement will shortly come into force.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 71
20 lb. bags	6 81
10 lb. bags	6 86
2 and 5-lb. cartons	7 00
Nova Scotia refined, 100-lb. bags	6 61
New Brunswick refined, 100-lb. bags	6 71
Extra Ground Sugars—	
Barrels	7 11
50 lb. boxes	7 29
25 lb. boxes	7 41
Powdered Sugars—	
Barrels	6 91
25 lb. boxes	7 31
Crystal Diamonds—	
Barrels	7 36
100 lb. boxes	7 46
50 lb. boxes	7 56
Cartons (20 to case)	8 11
Cartons (50 to case)	8 61
Crystal Dominoes, cartons	8 11
Paris Lumps—	
100 lb. boxes	7 46
50 lb. boxes	7 56
25 lb. boxes	7 76
Yellow Sugars—	
No. 1	6 31

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—Following the trend which we ventured to predict last week, the market for common teas at Monday's Indian auction was "easier." Medium teas were almost firm. Good teas were very firm indeed. This is the third week that common teas have shown an easier and a lower tendency, and we think lower prices may materialize. This does not apply at all to high grades. These are firmer than ever, and there is no reason in view at present why this state of affairs should not continue. There is nothing new in this market. Buying is steady and without feature.

DRIED FRUITS.—Currants are once more the feature of the market and are higher. There is now an advance of 2c visible since the opening prices, a remarkable state of affairs. The crop in Greece is said to have been very poor. It is thought, too, that the quality will be decreased, mildew having been a trouble. Heavy buying seems to be going on over the border at present, and there is no outlook for lower prices at this writing. Prices have now been declared on Valencia raisins for futures, and it looks as though the retailer will have to pay about 14 cents a pound—which is high indeed. It will be remembered we forecast this some weeks ago. The spot apricot market is inclined to be dull, and prices show an easier tendency. Prunes show little or no activity, even for futures. There is some trouble between the packers and the growers, and this has put a check to heavy buying. It looks as though we may get some figs through from the Adriatic. There are some offered in New York, and shipments are understood to be en route. We have altered all prices on currants to fit existing conditions. There is a good demand for these visible at present.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 09½	0 10½
Amalas, choicest, per lb.	0 10	0 10½
Patras, per lb.	0 10½	0 11½
Vostizzas, choice	0 12	0 13
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets		0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

SPICES.—There sems to be an easier tendency in peppers and demand is not so insistent. In New York, grinders are not showing much interest. The fact of the uncertainty of exchange seems to be hampering business somewhat, too—that is, future business.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	—	—0 15
Cassia, whole	—	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	—	0 27—0 35
Cloves, whole	—	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	—	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	—	0 25—0 30
Ginger, African, ground	—	0 14—0 18
Mace	—	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	—	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	—	—0 50
Pastry spice	—	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	—	0 35—0 37
Pickling spice	—	0 16—0 20
Turmeric	—	0 18—0 20

NUTS.—Tarragona almonds and filberts both display strength in the primary markets, and there is a good demand. So far as this market is concerned, business is quiet and average. Grenobles show some firmness. This is a quiet season in nuts, and there is not much activity.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble		0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts		0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

RICE.—The market here does not show any feature beyond the usual steady demand, but lower prices are in sight, it is believed, across the border. There is more arriving in New York now, though the trade seems disinclined to take hold. Stocks are now ample for some time to come, so that the firmness is not so much talked about.

Rice—		
Rangoon "B," per cwt.		4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.		5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.		0 06

MANITOBA MARKETS.

Winnipeg, Sept. 2.—Splendid progress has been made with harvest, and threshing is well under way in many districts. The movement of new crop wheat has already assumed considerable proportions. There is much uneasiness as to future prices, as an avalanche of new wheat is feared and a consequent slump in prices. An encouraging feature in this regard is the continual heavy buying of futures by the great exporting firms, which indicates that they are not expecting wheat to be much cheaper than now quoted.

Country business is particularly good; city trade quiet.

There are some price changes of considerable interest. New peaches are quoted at 6½c to 7⅜c. Muscatel raisins are a little dearer. No. 2 Japan rice is ¼c cheaper. Oranges are scarce and dear. Lard cheaper. Preserving fruits cheap.

Canned vegetables are likely to be dear, as the Ontario pack is estimated at only 25 per cent. of last year's output. No change in prices is expected on the new salmon pack. Nut prices for November delivery will be announced shortly. Figs are scarce, and cooking figs in mats practically off the market.

SUGAR.—Sugar prices are steady on the recent advance. Fluctuations are expected with a general tendency towards higher prices, unless something unforeseen occurs. Trade in this commodity has been quite active.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 15
Extra ground or icing, boxes	8 00
Extra ground or icing, bbls.	7 80
Powdered, boxes	7 80
Powdered, bbls.	7 60
Hard lump (100-lb. cases)	8 10
Montreal, yellow, bags	6 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Halves, 50 lbs., per cwt.	7 25
Bales, 20 lbs., per cwt.	8 00
Powdered, 50s	7 55
Powdered, 25s	7 90
Icing, barrels	7 85
Icing, 50s	8 10
Icing, 25s	9 05
Cut loaf, barrels	7 95
Cut loaf, 50s	8 20
Cut loaf, 25s	8 45
Sugar, British Columbia—	
Extra standard granulated	7 10
Bar sugar, bbls.	7 25
Bar sugar, boxes	7 50
Icing sugar, bbls.	7 45
Icing sugar, boxes	7 10
H. P. lumps, 100-lb. cases	7 95
H. P. lumps, 25-lb. boxes	8 20
Yellow, in bags	8 70
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 03
B. C. Cane Syrups—	
2-lb tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34

Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

DRIED FRUITS.—The new crop peaches are now on the market at a slightly reduced price. The pack is said to be ample. Muscatel raisins are quoted at ¼c advance. Figs are likely to be very scarce; cooking figs in mats are practically off the market, and as long as the war continues importations will be nil.

Apples, evaporated, new, 50's		0 08½
Apricots, choice, 25's		0 12
Apricots, choice, 10's		0 12½
Currants—		
Dry clean		0 07¾
Washed		0 08¼
1 lb. package		0 08⅞
2 lb. package		0 17⅝
Vostizzas, bulk		0 11
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1 lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 07¼
Choice, 25-lb. boxes		0 06½
Choice, 10-lb. boxes		0 07⅜
Raisins, Muscatels—		
3 crown, loose, 25's		0 09¼
3 crown, loose, 50's		0 09
Raisins, Valencias—		
Fine selected		2 50
Four crown layers, F.O.S.		2 35
Choice seeded, lb.		0 11¼
Fancy seeded, lb.		0 11
12-oz. packages, fancy		0 08⅞
12-oz. packages, choice		0 08¾
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10⅞
Fine		0 10¼
Prunes, in 25-lb. boxes—		
90 to 100		0 09¼
80 to 90		0 09½
70 to 80		0 10
60 to 70		0 10½
50 to 60		0 11
40 to 50		0 11½
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 13
3-crown, 10-lb. boxes, per lb.		0 12¾
Glove boxes, per doz.		1 00
Cooking figs, taps, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—No. 2 Japan rice is quoted ¼c lower. Other lines steady.

Rice and Tapioca—		
No. 1 Japan, per lb.		0 05
No. 2 Japan, per lb.		0 04½
Sia, per lb.		0 03¾
Patna, per lb.		0 07½
Carolina, per lb.		0 08½
Sago, pearl, lb.		0 06½
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES.—Canadian hand-picked beans are off the market and likely to be scarce, as the Ontario crop is expected to be light. California hand-picked beans are selling at $4.30 per bushel.

Beans—	
California, hand-picked, per busbel	4 30
Three-lb. pickers	3 65
California Lima Beans—	
Bag lots	0 07½
Less than bag lots	0 08½
Barley—	
Pot, per sack, 96 lbs.	3 30
Pearl, per sack, 98 lbs.	4 30
Peas—	
Split peas, sack, 98 lbs.	6 00
Sack, 40's	3 02
Whole peas, bushel	2 90

FLOUR.—As predicted in Canadian Grocer last week, there is a sharp decline in flour amounting to 70 cents per barrel all round. Flour trade has been dull for some time, as dealers were anticipating a drop. New quotations are:

Flour—	
Patents, No. 1, 98 lbs.	3 15
Patents, No. 2, 98 lbs.	2 90
First clears, 98 lbs.	2 55
Second clears, 98 lbs.	2 00
Rolled oats, 80 lbs.	2 90

BRITISH COLUMBIA MARKETS

(By Wire)

Vancouver, Sept. 2.—Business forecast for September is good. Early Christmas sales of California table figs and cluster raisins is good. Flour has dropped 70c per barrel, and this makes the only important feature of this week's markets.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31
New Zealand cubes	0 36½
New Zealand brick	0 37
Cheese, per lb., large	0 19
EGGS—	
Local fresh	32 c
Extra selected	28 c
Vancouver Island	32 c
Lard, 3's, per case	8 55
Lard, 5's, per case	8 47
Lard, 10's, per case	8 40
Lard, 20's, each	2 73

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evaporated apples, 50's	09 c
Flour, 49's, bbl.	6 80
Lemons, box	3 75 4 25
Potatoes, per ton	18 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	½c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 42c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (EDMONTON)

(By Wire)

Edmonton, Sept. 2.—Owing to the Holding Company of Canada having been formed, Canadian canned vegetable prices are stiffening up generally. Dealers look for higher prices. New crop beans will soon be on market; prices continue firm through the West. Beans will not be imported freely this year as last, owing to existing conditions in Japan. Prices on Norwegian fish and Holland herrings are advancing owing to importers' inability to get shipments. Collections are extremely good with farmers. Jobbing houses in turn are benefiting. A further advance in rice is reported and flour dropped seventy cents per barrel on Monday. Eggs are up to 25c. Butter, No. 1 dairy, is 21c and creamery is 30c. Potatoes are down to 25 and 35c. Gallon apples are up to $1.60 a case. Corn has advanced to $2.05-$2.15, and peas to $2.15. Plums are up to $2.25 and peaches to $3.55.

Produce and Provisions—		
Cheese, new, lb.	0 17½	0 18½
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 21c; No. 2	....	0 17
Eggs, dozen	....	0 25
Eggs, No. 2	....	0 18
Lard, pure, 3's, per case	....	8 40
Lard, pure, 5's, per case	....	8 35
Lard, 10's, per case	....	8 25
Lard, pure, 20's, each	....	2 70
General—		
Beans, Ontario, per bushel	....	3 90
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	....	.. ..
Evaporated apples, 60's	0 09½	0 10
Potatoes, per bush.	0 25	0 35
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $3.55; 8 's	....	3 15
Flour, 98's	3 05	3 15
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	7 75	7 85
Sugar, yellow, per cwt.	....	7 35
Canned Goods—		
Apples, gals., case	....	1 60
Corn, standard, per two dozen	2 05	2 15
Peas, standard, 2 dozen	....	2 15
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 ..
Tomatoes, standard, per dozen	....	2 50
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 70
Cohoes, 1's, $5.85; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

ALBERTA MARKETS (CALGARY)

(By Wire)

Calgary, Sept. 2.—Flour took a big drop of thirty-five cents a sack Monday and another drop is likely any time. Cheese is offered at 16 to 17c with few buyers. Eggs are up to twenty-five. Higher prices are being asked for chemicals, such as salts, borax, saltpetre, etc. Some jobbers have withdrawn their prices on Sockeye salmon. Peaches are in full swing at eighty-five cents. Italian plums are 85 to 90c. Blackberries are over, an enormous crop being successfully harvested in this district.

General—		
Beans, small white Japan, lb.	....	0 06¾
Flour, No. 1 patent, 98's	3 15	3 25
Rolled oats, bail	....	3 40
Rolled oats, 80s	....	3 05
Rice, Siam, cwt.	....	4 00
Potatoes, new, per bush.	....	0 45
Sugar, pure cane, granulated, cwt.	....	7 75
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	0 16	0 17
Butter, No. 1, dairy, lb.	....	0 22
Eggs, new laid, doz.	....	0 21
Lard, pure, 3s, per case	....	8 55
Lard, pure, 5s, per case	....	8 50
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 65
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 25
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 ..
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48x1s, per case	....	10 00
Salmon, pink, talls, 48x1s, per case	....	4 50
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Fruits and Vegetables—		
Blackberries	....	2 00
Blueberries, Ont., basket	....	2 20
Cantaloupes, crate	....	5 00
Grapefruit, Cal.	....	5 00
Oranges, case	....	5 75
Lemons, case	....	6 25
Peaches, basket	....	0 85
Tomatoes, 4-basket crates	....	0 60

SASKATCHEWAN MARKETS.

REGINA, Sept. 2.—Hon. Mr. Motherwell, Minister of Agriculture for Saskatchewan, estimates that wheat throughout the province has been falling before the binder during the past week, at the rate of 10,000,000 bushels per day. Weather conditions continue to be favorable for harvesting and in many districts practically all the grain is in the stock. Crop will be greater than first estimates, it is generally believed.

Market conditions remain quiet. Wholesalers are paying, for butter prints, .16¾ and in tubs, .17¼. They are paying for eggs .19 for strictly fresh. Gallon apples are higher at $1.58. All canned goods are reported firm. Potatoes are .75, apples $2.25; lemons $5; pears $2.25; peaches $1; Italian prunes $1; 4-basket crate plums $1.35; fresh tomatoes 20-1 lb. boxes .90.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 21
Cheese, per lb., large	....	0 16¾
Eggs, new laids	....	0 18
Lard, 3's, per case	....	8 60
Lard, 5's, per case	....	8 55
Lard, 10's, per case	....	8 50
Lard, 20's, each	....	2 82
General—		
Beans, Ontario, per busbel	....	3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 95
Apricots, per lb.	....	0 12
Flour, 98's	....	3 50
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	....	7 54
Sugar, yellow, per cwt.	....	7 14
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 58
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 00
Peas, standard, per 2 dozen	....	2 00
Plums, Lombard	....	2 10
Peaches	....	3 10
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 45	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 65
Sockeye, ½'s	....	10 25
Coboes, 1's	....	6 00
Humphacks, 1's	....	4 40
Fruits and Vegetables—		
Apples, fancy, box	....	2 25
Celery	....	0 15
Sweet potatoes, per crate	....	4 50
Lemons	....	5 00
Oranges, Valencias	....	5 50
Potatoes	....	0 75
Tomatoes	....	2 00
Dried Fruits—		
Currants, per lb.	....	0 09¼
Prunes, 70-80, 25's, lb.	....	0 10¼
Evap. apples, 50's, lb.	....	0 09¼

NEW BRUNSWICK MARKETS

(By Wire)

St. John, Sept. 2.—With exception of flour, all markets are quiet. Manitoba dropped 75c per bbl. on Monday. Dealers are looking for further decline because of lowering of wheat quotings as result of new crop. Ontarios are down 40c and there is also an easier market with tendencies lower. Dealers are buying slowly, and warehouse stocks are low with most houses. Advices on raisins and currants show strengthening markets, dealers expecting higher quotings soon. Molasses is still holding unchanged, but stronger quotings would come as no surprise. Eggs are easier at 22 to 23c. Better supplies are coming. Butter is plentiful. Bad weather is interfering with haying and having bad effect on crops generally. There is some rot among potatoes. General business is fair.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	23 50	26 00
Butter, dairy, per lb.	0 20	0 26
Butter, creamery, per lb.	0 26	0 27
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 12½	0 12¾
Cheese, new	0 15	0 15¼
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	7 10
Flour, Ontario	....	6 50
Rolled oats, per bbl.	....	7 50
Oatmeal, standard, per bbl.	....	8 25

Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	2 80	3 85
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 50	0 52
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09¼	0 09½
Rice, per cwt.	4 25	4 50

AN APPRECIATION.

By a Close Friend of the Late James Corcoran, a Former Wholesale Grocer in Stratford.

The following appreciation of the late James Corcoran, once a wholesale grocer in Stratford, Ont., has been sent to Canadian Grocer by a friend:—

The passing of James Corcoran at the family home, 149 Cowan avenue, Toronto, deserves a tribute from many sincere friends who desire to express their appreciation of his integrity and consistent Christian life. During his active business career few Canadian merchants have been so well known or more highly respected. Mr. Corcoran came to Canada from Ireland during his youth, and entered into business at Stratford, Ont., as a wholesale grocer, enjoying marked success, and accumulating a considerable fortune.

In addition to his mercantile business, he cleared up a large area of swampy timber limits in Perth County, and by a drainage system made the land cultivable. The liberality and thoughtfulness he displayed for his clients and business associates is still favorably remembered by many residents of that county. Other important enterprises which he was associated with include:—The Keewatin (Rat Portage) Lumber Company; Wisconsin Lumber Company; The Thompson & Williams Machinery Company; British Mortgage Loan Co., of Ontario (President); Perth Mutual Fire Insurance Co. (one of the founders); Stratford General Hospital (one of the founders and first honorary treasurer).

Retiring from business in Stratford, he entered the firm of McBride, Corcoran & O'Connor, distillers, Windsor, Ont., which business was taken over by Messrs. Hiram Walker & Sons, Walkerville. In 1892 he was appointed bursar at the Mimico Asylum and afterwards occupied the same position at the Toronto Asylum. It is one of the bright spots in Canadian politics to note that although Mr. Corcoran had long passed the Civil Service age limit, when a change of government took place his services were retained and he was honored with cordial appreciation of "duties well performed" up to the time of his decease.

One unusual circumstance during his long life deserves special mention—he sacrificed a large part of his well deserved fortune to sustain a business which had no claim upon him beyond the desire to benefit and keep moral good faith with others who were interested: in fact he proved the truth of the saying "that his word was as good as his bond." Mr. Corcoran was a Reformer of the old school and a warm friend of the late Alex. Mackenzie, Premier of the Dominion Parliament. In 1874 he unsuccessfully contested North Perth, and after the death of his wife and eldest son about 1881 he retired from active politics.

GETTING THE BETTER OF THE RURAL CLUB

(Continued from Page 28.)

sold a $1,000 order of extracts at $9 to **$10 a gross more** than his competitor, which should be sufficient evidence that it is possible for you, even when facing the conditions such as you face, to sell your goods to these buyers at a higher price than the outside man is quoting. To do this, you have to impress upon your buyers the factors of quality and service, and how they cannot get along without you, no matter how cheaply they can buy outside. That it is up to them to patronize home trade. The success of the solicitor in organizing the grange has been simply salesmanship. If your salesmanship is better than his, you get the business, providing that your goods are worthy. It means hard work and lots of it. It also means originality and persistence, and will keep you on the jump every minute of the working day.

A Benefit to Farm Values.

Considering the third factor in the case: You come across the argument that by giving the business to the merchants in the home town the farmer's investment in real estate in that locality is enhanced by the business development of the town, and the increase in property values may more than offset any immediate benefit he may gain in buying in quantities from outside sources. This may be a new argument to him, and if it is thoroughly driven home, it will make your relations with your farmer customers much more satisfactory than they have been.

In looking further into the matter, endeavoring to find out who is to benefit by the arrangement, you will perhaps discover some very strong arguments that will work out to your benefit. It is quite possible that you will find that the man who will benefit the most by the organization will be one of the farmers themselves and by spreading this information in a diplomatic way, it is easy to frustrate the efforts of this farmer to profit by the credulity of his associates. If this merchant will supply me with more definite information regarding the conditions surrounding and influencing the proposition that he has to solve I will endeavor to give him a more satisfactory reply if at all possible.

CAMPAIGN TO HELP GROCERS AND FRUIT GROWERS.

The Dominion Government, Department of Agriculture, Assist in Marketing Canadian Fruit.

OTTAWA, Sept. 1—(Special).—Owing to the large crop of Canadian plums and peaches this year the Dominion Government through the Fruit Branch of the Department of Agriculture is conducting an advertising campaign through the columns of the daily and weekly newspapers.

It was also proposed to supplement this newspaper advertising with window display contests in all of the larger cities for which good cash prices would be offered.

At a meeting of a representative body of the Retail Grocers' Association and officers of the Fruit Branch this plan for window contest was discussed. Every member of the Association expressed willingness to heartily co-operate with the fruit growers and the Department in a special effort to sell more Canadian grown fruit and further that it was unnecessary for the Department to offer cash prizes in order to induce the growers to make window displays. It was suggested that the money which was to be offered for prizes for window displays should be used in newspaper display advertising. The Department have acted upon the recommendation of the Retail Grocers' Association and appreciate very much the asurance given that special window displays would be made during the fruit season.

GOING OUT OF WHOLESALE TRADE

The Hudson's Bay Co. are going out of the wholesale grocery business in Edmonton, Alta., and are selling out $40,000 stock.

One drying yard at Pomona, Los Angeles County, is drying apricots at the rate of 40 tons per day, employing 250 people. At the end of the season it is expected to show an output of 600 tons.

* * *

There is no better advertising for the store than the right treatment of the people who come into it to trade. It pays better than any other kind.

Blight Has Damaged Potatoes

Ontario Crop is Showing Rot—Rumors Abroad About New Brunswick, Too—Large Receipts of Apples in Montreal—Vegetable Marrow Firmer—Most Berries About Done —Lemons Are Lower.

MONTREAL.

FRUITS.—Receipts of apples are large, arrivals including Peach apple, Duchess, and a few Yellow Transparents, Alexanders and St. Lawrence are expected this week. Quotations are, for No. 1 Peach, Duchess and Yellow Transparent, 3.50; No. 2's 2.50, and No. 3's and windfalls 2.00. Alexanders and St. Lawrence are expected to open around 4.00 at least. There is a good demand for apples, and while there is talk of small crop, for the time being the supply is fairly good. There is still very little grape fruit being offered, and the market is dull. Grapes are down to 1.75 to 2.00 crate. Oranges are still high—5.50-6.00 for navels. Pineapples are up to 3.00, and demand very small. Peaches are now being offered in hampers at 1.75; there is a good demand for peaches. Pears are also offering in baskets of 11 qt., quoted at 75c. There is a demand for musk melons at 5.00-9.00.

Apples—		
Duchess and Peach, No. 1's	....	3 00
Do., No. 2's	....	2 75
Do., No. 3's	....	2 00
Bananas, bunches	2 00	2 25
Blueberries, Saguenay, 16-qt. boxes	....	1 75
Grapefruit, 46-54-64-80-96	....	3 25
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, Cal., crate, 4 baskets	2 00	2 50
Grapes, Delaware, 6-basket carriers	....	1 75
Lemons—		
Messina, 300 size	3 25	3 50
Verdillis	....	3 75
Limes, box	....	1 40
Musk melons, doz.	5 00	9 00
Oranges—		
Valencias, Cal., late 126-250	....	6 00
Jamaica, 196-200-216	3 50	3 75
Pineapples, 18-24 and 30-36	....	3 00
Peaches, preserving, basket, 11-qt.	....	0 75
Peaches, box	....	1 25
Peaches, crate 6 baskets	....	2 25
Pears, new, box	2 75	3 00
Pears, preserving, basket, 11-qt.	....	0 50
Plums, table, box 4 baskets	....	2 00
Cantaloupes, box of 45	2 75	3 50
Apricots, box	....	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—Good head lettuce are scarce, and are bringing 50-60c per doz.; poorer stuff can be bought for 20c and up. Beets, carrots and turnips are now being put up in bags, the first two at 75c. and the last at 1.00 per bag. No. 1 cauliflowers are offered at 2.00 per doz. Celery is costing 50c doz., and is very good quality at that price. Corn remains at 10-15c doz., and is of good quality; it can also be bought for 7-8c. Onions are now sold in bags at 1.50. Red tomatoes are quoted at 25c box, and Rose at 1.00 box. There are no more hothouse tomatoes on the market. Squash are selling for $1 per doz., and Romaine lettuce at 40c doz. No more American potatoes are being offered. Red cabbages are now in, and bringing 40c doz. Spinach has dropped to 50c box, and will be cheaper still, as more is coming in.

Beets, bag	....	0 75
Beans, wax, Montreal, per bag	....	0 50
Beans, green, Montreal, per bag	....	0 50
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	....	0 40
Carrots, bag	....	0 75
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	....	0 50
Corn, doz.	0 10	0 12½
Cucumbers, fancy, doz.	....	0 [illegible]
Leeks, bunch	....	0 [illegible]
Head lettuce, doz.	0 50	0 60
Curly lettuce, 5 doz.	....	0 50
Onions—		
Montreal, bag	....	1 50
Parsnips, doz.	0 25	0 35
Parsley, Canadian, doz. bunches	....	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
Radishes, doz.	....	0 15
Rhubarb, hothouse, doz.	....	0 20
Spinach, Canadian, box	....	0 50
Turnips, new, doz.	....	0 25
Turnips, bag	....	1 00
Tomatoes, Montreal, box	....	0 25
Vegetable marrows, doz.	0 50	0 75
Watercress, Canadian, doz.	....	0 30

TORONTO.

FRUIT.—Grapes have gone down, even though there is quite a good demand. Bigger supplies have come in. Lemons are down. Demand has been small. All berries are easier as the end of their season comes. There is no change in the price of apples. There has been some talk of damage done by inclement weather and also that the crop will be small. It is not possible to give exact details at this juncture but dealers all say that they think we shall have a small crop generally and consequentiy higher prices than last year. Plums are down in price and we quote 20 to 40 cents per large basket, Canadian stuff. Cantaloupes are all down. Oranges show no change. They are firm at from $5 to $6. General demand for fruit is good, though no big orders are coming in. Buying is strictly hand-to-mouth at present.

Apples, new, imported	1 25	1 30
Apples, 11-qt. basket	0 20	0 40
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 25	1 75
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, case	3 25	4 00
Cantaloupes, Can., 11-qt. basket	0 25	0 30
Grapes, Cal., case	2 10	2 25
Oranges—		
California Valencias	5 00	6 00
Lemons, new, Messina, box	3 00	3 50
Limes, per 100	....	1 50
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 00	2 25
Peaches, Canadian, large basket	0 40	1 00
Pears—		
California, Bartlett, box	2 50	2 75
Canadian, 6 qts.	0 30	0 35
Plums, Canadian, ½ basket	0 18½	0 25
Plums, Canadian, large basket	0 20	0 40
Plums, box	1 25	1 75
Thimbleberries, box	0 06	0 10
Watermelon	0 35	0 50

VEGETABLES.—There is serious damage, it now transpires, done to the potato crop by the recent heavy and frequent rains. This applies to Ontario stuff. Same rumors are heard about the New Brunswick potatoes, but these we cannot confirm at the moment. It seems that while the only thing is blight—and this has been rife other years—the crop is none too heavy and higher prices are in the offing for four or five weeks hence. They are not seen yet because farmers are selling locally, and the dealer does not feel a big demand. Later on, however, the farmer will not peddle potatoes himself and as soon as the dealer commences to buy the farmer will put the price up. They are selling at present for about 85 cents per bag. Peppers, green and red, are slightly easier. Vegetable marrow is higher.

Asparagus, Canadian, baskets	....	1 50
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, doz.	0 20	0 40
Cauliflower, hamper	1 00	2 00
Carots, new	0 85	0 90
Celery, doz.	0 25	0 30
Corn, doz.	0 12	0 15
Cucumbers—		
Canadian outdoor, basket	0 25	0 30
Egg plant, doz.	0 50	0 60
Mushrooms, 6 qt. basket	1 00	1 25
Onions—		
Can., 75-lb. bags	0 85	1 00
Can., 100-lb. sacks	2 25	2 50
American	0 85	0 95
Spanish, case	3 00	3 25
Peppers, basket, green	0 25	0 35
Peppers, red	0 60	0 75
Green peas, Can.	0 [illegible]	0 [illegible]
Potatoes, Ontario, new, bag	0 80	0 90
Parsnips, 11-qt. basket	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian	0 17	0 25
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow, 11-qt. basket	0 20	0 30

WINNIPEG.

FRUITS AND VEGETABLES.—Oranges and lemons continue high in price. Plums and peaches are down to 90c a case, and selling well. The potato crop has been hard hit by frost and the yield will be light. Pickling cucumbers and tomatoes will be scarce.

(Continued on page 37.)

Salmon Not Over Plentiful

Lake Fish Easier in Montreal — Not So in Toronto — Not Too Much Salmon Around — Big Demand for Sea Fish.

MONTREAL.

FISH AND OYSTERS.—The principal event in the fish market this week is the arrival of good-sized quantities of lake fish, such as dore and jack. The sales of these fish is expected to be large due to the demand which will result from the Jewish holidays next week. Already large orders have been placed with producers, and it is doubtful, as far as can be judged, whether producers will be able to handle the demand. Pacific Coast fish is arriving pretty freely, and prices are well maintained. Salmon, from both East and West, are not over-plentiful, and are at steady prices. Some reports state that good round lots of pickled salt trout, white and red, have been delivered to St. Johns, Nfld., and will be auctioned some time this week. No large arrivals of pickled Gaspe salmon have yet been recorded, but it is expected that a good many round lots are moving towards interior markets. Smoked fish is in better demand, and with cooler weather in sight, this trade should improve. Bulk and shell oysters have also improved in demand, and the increasing demand will continue in proportion to weather conditions.

TORONTO.

FISH AND OYSTERS.—There is hardly a feature to this market this week unless it be the continued scarcity of lake stuff. No further advances from last week's levels are to be noted. There is a big demand for trout and whitefish at present, particularly the latter. Hotel and restaurant trade is very insistent in its call. The continued bad weather has not helped the situation any.

The oyster trade has not really got going in this market yet, although opening day is so near.

Sea fish is having a particularly good run at present. Haddock, cod, and halibut are all good buys at the figures we quote. Flounders are getting good business. Eels are considerably slower. Lobster is worth around 37 to 40c. Most dealers continue to get 38 cents for it.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.11	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.18	.12
St. John bloaters, 100 in box	1.10	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.18	....
Smoked boneless herrings, 10-lb. box	1.40	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08½-.09	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.09-.09½	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.04-.04½	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.05-.05½	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	2.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	5 50	....
Dried pollock, medium and large, 100 lb.	5 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	..	..
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	8 00	10 00
Clams, per bbl.	6 50	8 00
Live lobsters, medium and large, lb.	0 22	0 38
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11½—12½	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	12
Salmon, Western	15 —16	17 —18
Salmon, Eastern	15 —16	17 —18

FRESH LAKE FISH.		
Carp, lb.	0 08	....
Pike, lb.	0 08	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	13—14
Herrings, lb.	0 12	....
Lake trout	0 11	12—13
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	11—12	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	20 00	....
Salmon, Labrador, bbls., 200 lbs.	14 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 50	....
Salmon, B.C., bbls.	13 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

WINNIPEG.

FISH AND POULTRY.—Fish prices are generally easier, while poultry prices are firmer. The market is fairly well supplied, and trade moderately active. Prices are revised as follows:

Fish—		
Fresh salmon	....	0 13
Fresh halibut	....	0 09
Pickerel	....	0 07½
Steak cod, per pound	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 08½
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 11
Bloaters, per box	....	1 50
Salt mackerel, 20-lb. kit	....	2 75
Smoked goldeyes, dozen	....	0 50
Poultry—		
Live—		
Fowl	....	0 11
Roosters	....	0 09
Chickens	....	0 16
Turkeys	0 12	0 14
Ducks	....	0 10
Ducklings	....	0 12
Geese	....	0 10

FRUIT AND VEGETABLES

(Continued from page 36.)

Fresh Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Wasbington apples	2 00	2 25
California cherries	....	2 50
Cocoanuts, dozen	....	1 00
Peaches, case	0 90	1 10
Plums, case	0 90	1 10
Bartlett pears	....	2 25
Tomatoes, 4 in case	....	0 50
VEGETABLES.—		
Vegetables—		
Beets, per lb.	....	0 01½
Mint, per dozen	....	0 20
Radishes, per dozen	....	0 15
Onions, per dozen	....	2 15
Cabbage, per lb.	....	0 01½
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Mushrooms	....	0 85
Carrots, per pound	....	0 01½
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 90
Rhubarb, per lb.	....	0 00¾
Australian onions, crate	....	4 00
Cauliflower, per dozen	....	0 50
Spinach, per lb.	....	0 03
Asparagus, dozen	....	1 25
Garlic, lb.	....	0 40
New potatoes, bushel	....	0 50
New beans, pound	....	0 03
New peas, lb.	....	0 03
New turnips, bushel	....	0 90

Good Demand for Bacon

Eggs Slightly Lower in Toronto—Slight Easiness Characterizes Most Markets—Lard Down a Trifle in Montreal—Butter Up in Montreal; Down in Toronto.

MONTREAL.

PROVISIONS.—The demand for all kinds of pork products is fairly good; particularly is this true of backs, breakfast bacon, and cooked meats. Lard, while not quotably higher, is a shade firmer. Abattoir fresh killed stock is quoted this week at 13.50 to 14.00 per cwt.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	27 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¼
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., each	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	0 09¾	0 10
Tubs, 50 lbs., net	....	0 10½
Boxes, 50 lbs., net	....	0 10¼
Pails, wood, 20 lbs., net	....	0 10¾
Pails, tin, 20 lbs., gross	....	0 10¾
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11½
Bricks, 1 lb., each	....	0 12½
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—The firm tone of last week continues, sales in the country having been made at figures a cent higher than the previous week. This firmer tone is believed due to a better demand for export. There is also a considerable shortage compared with the corresponding week last year. Wholesaler's quotations on finest creamery have been advanced to 30c.

Butter—		
Finest creamery	....	0 30
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—A stronger feeling has developed in this market and prices paid in the country have advanced over a cent per lb. as compared with a week ago. This strength was brought about by an improvement in the export demand from Great Britain.

Cheese—		
Old make	....	0 18
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—Usually there is an advance in the price of new laids at this time of year, but as yet the change has not taken place. There is a good steady demand from local buyers, and some improvement in the demand for export.

Eggs, case lots—		
Stamped	....	0 27
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 19	0 20

HONEY.—There is little new honey on market yet. They are asking 10c in the country for white clover, which wholesalers consider too high a price. Reports are that the crop in Ontario and Quebec is an average good one.

POULTRY.—The Jewish New Year holidays extend from Sept. 9 to 10th, and there will be a demand for all lines on account of this. There will be an especially good demand for large heavy fat fowl, and for the next two weeks dealers are looking for good business on every line. Fresh dressed roasted chicken, 3-3½ lbs. are down to 23c, as they are coming in a little more plentifully. The price on fresh roasted chicken is expected to drop right along now.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	....	0 23
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 15	0 16
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	Boxes	Boxes	Cases
Week ending Aug. 28, 1915...	13,578	60,215	8,593
Week ending Aug. 29, 1914...	14,268	58,640	6,617

TORONTO.

PROVISIONS. — The demand for cooked meats has fallen off this week, and all of them are rather easier. Boiled ham is in good demand. Large hams are a quarter of a cent down and we quote 14¾ to 15 cents therefor. Long clear bacon is also a trifle easier. Lard prices have decreased a quarter of a cent all round and we quote tubs at 11¾ to 12¼ with only average demand.

Hams—		
Light, per lb.	0 13¼	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 13¾
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11¼	0 11¾
Tubs, 60 lbs.	0 11¾	0 12¼
Pails	0 12	0 12½
Tins, 3 and 5 lbs., per lb.	0 12	0 12½
Bricks, 1 lb., per lb.	0 13	0 15½
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¾	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—While creamery has eased off slightly this week—to the extent of a cent, in fact—demand for dairy has been heavy and our prices on that are up a cent. This corroborates our remark of last week that people are preferring dairy just now. Other lines show no change. Business, except in dairy prints, is rather quieter.

Butter—		
Creamery prints, fresh made	0 28	0 29
Separator prints	0 26	0 28
Dairy prints, choice, lb.	0 24	0 27
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—The situation is very easy though we do not quote any lower levels than last week. Export has not yet looked up and supplies are over-large for a purely domestic demand.

Cheese—		
New, large, per lb.	0 14	0 14¼
New, twins, per lb.	0 14¾	0 15¼

HONEY.—There is no change in price. Market is quiet but steady.

EGGS.—A cent decrease in all grades took place this week, and we now quote new laids in cartons at 24 to 26 cents. Cracked eggs show a slightly larger de-

crease than this and our figures are 14 to 16c a dozen. Export is still more or less quiescent.

Eggs—		
Specials (in cartons), doz.	0 24	0 26
No. 1s (straight new laids)	0 22	0 23
No. 2	0 16	0 17
Cracked	0 14	0 15

POULTRY.—Demand for broilers is fairly active at moderate figures. We quote 16 to 17 cent. Ducklings are much lower: demand is poor.

Poultry—	Live.	Dressed.
Old fowl, pound	0 12—0 00	0 15—0 18
Spring broilers	0 16—0 17	0 00—0 00
Old turkeys	0 13—0 15	0 00—0 00
Ducklings	0 11—0 12	0 17—0 18
Turkeys	0 00—0 00	0 21—0 22

WINNIPEG.

PRODUCE AND PROVISIONS.—Lard has declined. Cured meats steady. Cheese is a little easier. Butter and eggs unchanged, but firm. Poor pasturage indicates an advance in both creamery and dairy butter in the near future.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	....	0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 12½
Pails	....	2 50
Cases, 5s	....	7 80
Cases	....	7 85

BUTTER.—

Creamery	....	0 28
Best dairy	0 19	0 21
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 15½	0 19

CHEESE.—

Cheese—		
New, large	....	0 14
New, twins	....	0 14¾
Manitoba	....	013½

POULTRY.—

Fresh Stock—		
Turkeys, per lb.	0 13	0 15
Chickens, per lb.	0 11	0 15
Fowls	0 10	0 12

BISCUIT COMPANY INCORPORATED.

McVitie and Price, Limited, biscuit manufacturers, Edinburgh and London, have started their own organization in Canada, and have been incorporated as a subsidiary of the parent company under a federal charter. The impression seems to have gone out that McVitie & Price, Ltd., will erect a factory in Canada and commence to manufacture biscuits here. This is not their intention. Larger stocks will be carried and they will have a central warehouse for returned cases and tins. Sidney Owthwaite, who has represented this company in Canada for the past three years, is on the directorate of the Canadian company, and is the manager here being located at Montreal. Mr. Grant, who is managing director of the parent company, is also president of the subsidiary company.

Customs Manifests

Further Communications on an Interesting Subject — Has Express Company Right to Charge for Same?— Correspondent Thinks Not.

THE following additional communications have been received from C. W. Vahey, a Bridgeburg, Ont., merchant, in reference to the question of Customs manifests on goods coming into Canadian ports from the United States:

Editor Canadian Grocer.

Dear Sir,—Following your suggestion, I wrote to J. E. Walsh, of the Transportation Department. I am enclosing a copy of my letter, as well as a copy of the Customs regulations respecting manifests. I infer that the matter investigated by the Manufacturers' Association in 1913 had reference to brokerage charges, which is another matter entirely from manifesting. You may deal with the enclosure as you wish, but the question raised is important enough to be of interest to many.

C. W. VAHEY.

Bridgeburg, Aug. 20, 1915.

Letter to C. M. A.

J. E. Walsh, Esq.,

Mgr. Transportation Dept.,

Manufacturers' Association.

Dear Sir,—B. T. Huston, editor Canadian Grocer, has sent me your letter of the 11th inst., re American Express Co.'s charge for manifesting. You say that your association considered this matter in 1913, and concluded that nothing could be done, as the Express Co. provided the necessary forms and clerks to act as brokers.

You say also that unless this work was done by the company the consignees would have to appoint a broker at the frontier to make out these papers. I am enclosing a copy of the regulations respecting Customs manifests.

These regulations make it necessary for the carrier company to provide the manifest forms, which must contain a description of the merchandise as well as consignee's name and destination.

This regulation is for freight as well as express shipments, and my contention is that the Express Company is not justified in making any charge for such work.

None of the railways entering at this port make any charge for manifesting. Your claim that importers would have to appoint brokers has reference to the entry and payment of duties. Brokers have nothing to do with making manifests. The decision of the Interstate Commerce Commission in favor of the company charging broker's fees is in accord with the system in Canada. They could not have sanctioned the charge for manifests, as no charge has been made on consignments for United States ports.

As to the character of the charge—if it is not a traffic charge, what is it? Way billing shipments is a traffic expense, and, as the billing system is not complete without the manifest, it certainly adds to the cost of way billing.

The company might, with equal right, make a charge for billing service. The brokerage charge is as old as the Customs tariff, while the company's charge system is of recent development.

C. W. VAHEY.

Bridgeburg, Ont.

Federal Regulations Re Manifests.

Following is summary of Customs manifesting and coasting regulations:—

"Unless otherwise specially provided, in all cases of shipment for transportation in bond, separate manifests in triplicate for each vessel, car or other vehicle used for that purpose, must be prepared and signed by the master or proper agent of the vessel, railway or other company or persons by whom the transportation is made and certified by the Customs officer, which manifest must contain a description of the merchandise by marks, numbers, and contents, the route, conveyance, port of destination, and names of shipper and consignee."

FOODS IN ALASKA.

In summer Alaska averages to have 21 hours of sunshine every day. At one time of the year the sun goes down about midnight and rises an hour and a half to two hours later.

The extraordinary length of the days makes it easy to grow two crops of potatoes on the same ground each year. The potatoes are very fine and mealy.

The eight months of sunshine in four months' time, results in truck farmers being able to supply the grocers with cabbages weighing 30 to 50 pounds each, strawberries twice as large as those grown in the many parts of Canada, rhubarb which grows six feet in height, and other mammoth vegetables and fruits. The strawberries are fine in quality, notwithstanding their great size.

WANTED

WANTED — EXPERIENCED GENERAL store clerk; must speak some French. State age, married or single, experience; first-class references required. Write Box 113, Comber, Ont.

Pronounced Decline in Flour

Manitoba Goes Down 75c and Winter Wheat 50c Per Barrel—Bottom Dropping Out of Wheat Market—Rolled Oats Easing Off in Montreal—Mill Feed Firm.

FLOUR.—A decline in the price of Manitobas was made by local millers on Monday at noon of 75c per bbl. This had been expected right along on account of the enormous wheat crop which was coming in. War conditions naturally kept prices higher than they would have been under ordinary conditions, but considering the crop this year, they could not remain at this altitude any longer. A start was made on milling the new crop this week, and what has been tested has turned out well. By the end of September millers should know with more certainty what the quality is like. With the wheat market in its present shaky condition, grocers can almost be sure to expect further declines. It is naturally expected that the price of Ontario flour will follow suit as soon as the new flour begins to arrive more freely. Mills are now offering Ontario flour for September shipments, but do not seem to be offering for immediate shipment; which seems to show they are waiting to get the wheat in as good condition as possible before putting it on the market. Flour that is free from damaged wheat is arriving in excellent condition taking into consideration that it is milled from new wheat. As soon as consignments begin to move freely, declines in winter wheat flour can be expected.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	6 35
Second patents	5 85
Strong bakers	5 65

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 80	6 00
90 per cent. in wood	5 40	5 60
90 per cent., in bags	2 50	2 60

CEREALS.—With prospects of a good crop, and oat market on the decline, the rolled oats market this week declined 10c on bulk, and will likely be followed by others. Cheaper package oats is probable. Sales are being made on packages for October delivery at 4.00. The feeling is that gradual declines will take place as the crop arrives. It is an unusually large one, and the price in rolled oats has been unusually stiff this year, leaving room for a decline at this time. In other years the declines were not so big. Prices attained this year have been record ones, and warranted on account of the high price millers were compelled to pay for oats. Oats were high, and as soon as they began to fall, rolled oats followed. The new crop should be ready for milling inside of three weeks.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15
Rolled Oats—	90's in jute.	
Small lots	3 15	3 25
25 bags or more	3 05	....
Packages, case	....	4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.	
Small lots	....	3 80
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 60
Rye flour, bag	....	3 25
Barley, pot	....	3 00

FEEDS.—With millers working now on the new Manitoba wheat crop, the feed situation will be relieved, and prices may be expected to ease off. How much the decline will be at present depends upon how much dealers have been holding off while prices were high. If there is now a big demand for feeds, it is possible that brans, shorts and middlings may not go very much lower.

Mill Feeds—	Per ton
Bran	26 00
Shorts	28 00
Middlings	33 00
Wheat moulee	37 00
Feed flour, bag	2 12½
Mixed chops, ton	38 00
Crushed oats, ton	40 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	35 00
Feed oats, cleaned, Manitoba, busb	0 69
Feed wheat, bag	2 30

TORONTO.

FLOUR.—Following the weakness latterly apparent in Manitoba flour there has been a drop of 75 cents per barrel. This makes first patents now worth only $6.25. All other grades drop in consequence. The drop was announced this week on Monday; and the reason given is the big decline in wheat prices. With regard to winter wheat flour; this also suffers a decline amounting to about 50 cents and we quote $5.20 for fancy patents in car-lots, per barrel. At these easier prices business is slow. Buyers both here and overseas are holding off until they see what will become of the Western crop.

The wheat situation, of course, is the reason for the flour situation. There is an increase in the world's supply of wheat amounting, approximately, to 495,000,000 bushels. The crop in this country shows an appreciation of at least 115,000,000 bushels over last year, and that across the border has created a new high record. Moreover, a contemporary places Australias' available export surplus at 90,000,000 bushels. All these are liable to be bear factors and still more so when it is remembered that this year—as opposed to last—all allied nations are systematically buying together. They are not over-bidding each other. And the crops of the allied nations are themselves fairly large. Meanwhile Europe is holding off buying. The exchange difficulty—into which we have recently gone very fully—is a big raison d'etre. The very marked downward tendency is illustrated by the fact that whereas on August 1 of this year cash No. 1, Northern wheat sold in Fort William for $1.29, it now sells—a month later—for only 1.12. We may see lower wheat and consequently lower flour. The large grain dealers advise hand-to-mouth purchasing.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	6 45	6 25
Second patents	5 95	5 75
Strong bakers	5 75	5 55

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	5 70	5 20
90 per cent.	5 50	5 10
Straight roller	5 50	5 10
Blended flour	5 70	5 30

CEREALS.—There is no feature to this market at the moment. Buying is only fair and business slow.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 65	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, busb.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—The market is steady with a good demand, the firm tone being due to the shortage of supplies. This will continue, of course, till flour begins to move much better, inasmuch as the mills are running short time and in some cases have shut down.

Mill Feeds—	Mixed cars, per ton	
Bran	26 00	27 00
Shorts	28 00	29 00
Middlings	33 00	34 00
Wheat moulee	37 00	38 00
Feed flour, per bag	1 90	1 95
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67



Prosperity Indicated By Orders



We never enjoyed such a volume of advance orders for fall.

TILLSON'S ROLLED OATS

A FOOD— **NOT A FAD**

Have you examined your stock? Now is a good time to anticipate your requirements for fall and winter.

Our Service Department

is at your command. Write us for any information you desire.

TILLSON'S "SCOTCH" Fine Cut OATMEAL

AND

TILLSON'S "SCOTCH" HEALTH BRAN

are having a big sale. Order through your jobber. Samples sent on request.

WE ARE LARGE EXPORTERS



WRITE, WIRE OR CABLE
Cable Address "Cancereal" Toronto



Canadian Cereal & Flour Mills Co.

LIMITED

Toronto - - Canada

Round up the Heavy Harvest Jam Orders with the Jam that Broadens your Sales

Furnivall's FINE FRUIT PURE JAM

The whole country is alive with the hum of harvesting, and the golden grain will soon be changed to the golden coin of the realm.

The heavy harvest buying season is almost upon you. Appetites and new desires created now will remain throughout the season.

September is your time to push Furnivall's Jam with vigor. The quality and goodness of Furnivall's make folk want more Jam more often, until it becomes a regular part of the daily diet. Comes just in the sizes they want most—glass jars and 5-lb. pails —and at a price that makes it possible for everyone to enjoy it as often as they wish.

Get up a harvest display to-day, featuring Furnivall's. You'll not only find that people know how to appreciate the choicest of Jams, but that nothing can touch Furnivall's for quick turnovers. Replenish your stock to-day.

Furnivall-New, Limited

HAMILTON, CANADA



Agents: Ontario—MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.** A. E. Sheppard. **Hamilton**—Grocers' Specialty Co. **Winnipeg, Man.**—H. P. Pennock & Co. **Calgary, Alta.** MacLaren Imperial Cheese Co., Ltd.; **Edmonton, Alta.**—Central Brokerage Co.

ROYAL BAKING POWDER

Absolutely Pure

ROYAL BAKING POWDER is the most widespread selling brand of any baking powder in the world. This proves that it is liked by the greatest number of people, and is one good reason for you to push its sale.

Fully Guaranteed



Another good reason is that ROYAL BAKING POWDER never becomes dead stock. It is constantly in demand, and year in and year out pays more and surer profit than any other baking powder you can sell.

Every grocer will find it to his advantage to keep a full stock of Royal Baking Powder always on hand.

Contains No Alum



ROYAL BAKING POWDER CO.
NEW YORK

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weight 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weigbt 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weigbt 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beanchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weigbt 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weight 85 lbs.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weigbt 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 55
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate— Per lb.

Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections Per lb.

Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



Here's a Salesman For You

Our new cut-out window trim is a new salesman for you. His wages are paid in advance and he will always be on the job—if you'll let him.

Put this cut-out in your window and it will boost your sales. If you haven't a window available, put it up inside your store where your customers can see it. It will stir up many a sale that will be lost without it.

Ask our travellers for one of these "paid-in-advance" salesmen or write us direct. It will be worth your while.

This cut-out is gotten up very attractively. It takes up a small space, but it is an eye-catcher and a real salesman.

Put it to work for your selling White Swan Pure Food Products—the products that give you a good profit—the products that bring your customers back—the products that are guaranteed with a government warranty—Your money back if dissatisfied.

Send a card to-day—It's free.

White Swan Spices and Cereals
LIMITED
156 Pearl Street
TORONTO ONTARIO

Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite 10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors ... .20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz.	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, ½s, B. or G...	0 25
40c 1s, ½s, B. or G...	0 32
45c 1s, ½s, B. or G....	0 34
50c 1s, ½s, B. or G....	0 37
Tumbler coffee	0 25

Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$ 1 25
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. 6 50
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz.
½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....	$1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50..	45 00
Half gallons, each, retail each $10	7 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. 1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Jersey Sweet Potatoes

"Whitco" Brand

Packed in Hampers have arrived. This brand of Sweets is the best coming to Toronto.

Opening of Oyster Season

First Express arrivals.

Oysters Haddies Kippers

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

White & Co., Limited
Wholesale Fruits TORONTO
BRANCH AT HAMILTON

The Erie Co-Operative Co., Limited
of Leamington, Ontario

offer to the trade this week their own grown

	Bskt.	Lots 10	Lots 20 up
Tomatoes	11 qt.	26c	25c
Cucumbers	"	35c	32c
	Per	Lots of	Lots
Pickling Onions	11 qt.	5	10
	80c	77c	75c
Sweet Peppers	40c	37c	35c
Egg Plants	60c	57c	55c
Apples, Duchess	40c	37c	35c

MELONS and PEACHES NEXT WEEK

Get Our Prices.

Ready to quote car lots potatoes, onions, tomatoes.

In addition to Government inspection, we have our own expert, whose entire time is given to inspecting our fruits and vegetables in the packing sheds.

If you are one of the leading dealers in your town, communicate with us.

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

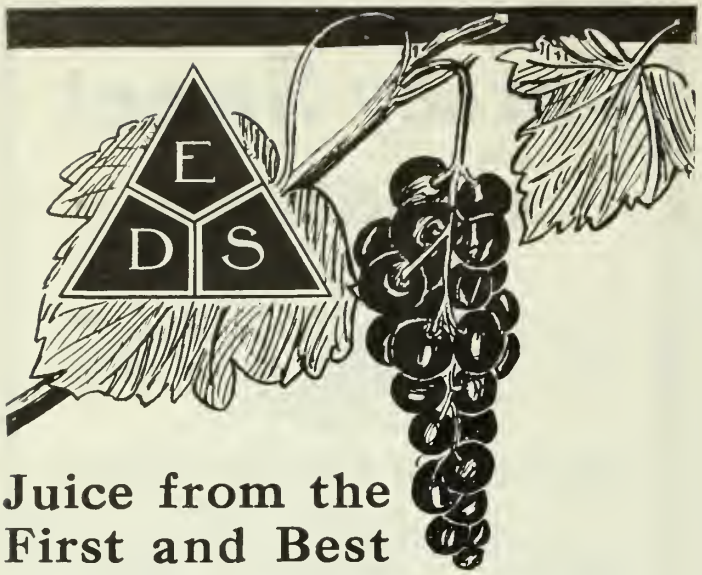
Lemon Bros.
OWEN SOUND, ONT.

Full Swell Pack Perfectly Graded Fruit under:—

"Aurora"
"Mars"
"Al"
"Sapho"
"Jupiter"

It will pay you to handle these brands of Oranges

J. J. McCabe
Agent
TORONTO



Juice from the First and Best Pick of Winona Red Currants and Pure Granulated Sugar only

These are the ingredients which form the most delicious, most appetizing table delicacy.

E.D.S. Red Currant Jelly

The exceedingly fine flavor of this jelly is the result of the use of the finest, fully matured and ripened fruit from which the juice is pressed and sweetened with the finest grade of granulated sugar.

The care in handling and processing ensures absolute purity. E. D. S. Red Currant Jelly is a well-known, well-tried table delicacy, especially favored for breakfast and luncheons.

Order Your Supply Now and Get the Early Cool Weather Trade.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 16c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Efficace	6 00
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	7 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 10
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 90
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 00
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 90

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 37
Princess Blend, 50 and 30-lb. tins, lb.	0 33

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30
Princess, cad., 5 lbs., lb.	0 25

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 40
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per Jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying

KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited

ST. CATHARINES

We receive fresh arrivals every morning of all varieties of

Domestic Fruits and Vegetables

The Crawford Peaches are now coming along in fine shape. If you leave us your orders, our quality and prices will please you.

Tomatoes, Plums, Pears, Apples, Pickling Onions, Pickling Cubes, Cauliflower, Corn, Cabbage, Egg Plant, Muskmelons, Red and Green Peppers.

Foreign Fruits and Vegetables

Oranges, Lemons, Bananas, Sweet Potatoes, Tokay Grapes, Pears, Spanish Onions.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH and NORTH BAY

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

PEACHES—season later than anticipated. The popular Crawford type—yellow free stone — Niagara District grown, about ready. Bartlett Pears, Red, Blue and Gage Plums ready, and housekeepers should place their orders at once.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness —it compels people to think of you—Galveston News.



Three New Leaders for the Lytle Line

PIMENTO RELISH

CHILI SAUCE

CANADIAN RELISH

People are always on the look-out for the new items in the Lytle Line, and as these last three creations constitute our best efforts they are pretty sure to meet with quick, popular demand.

Made from the choicest of this season's vegetables and seasoned with that exactness of good taste for which all Lytle goods are famous.

The new trio are put up in new style bottles with Anchor Caps and are offered at the easy-selling price of 15c.

Be the first in your locality to display the new Lytle lines. Send your order through now.

T. A. Lytle & Co.
LIMITED
Sterling Road TORONTO

Cleave's

CELEBRATED
DEVONSHIRE CREAM

Chocolate

A high-grade and up-to-date article, showing an excellent profit and giving increasing satisfaction.

THE CHOCOLATE THE PEOPLE WANT.

Also other new and attractive 5 cent lines.

AGENTS:
MONTREAL—F. Davy & Co., 6 St. Sacrament St.
TORONTO Mason's Ltd., 25 Melinda St.
WINNIPEG—Hamblin & Brereton, Ltd., 149 Notre Dame Ave. E.
VANCOUVER—Hamblin & Brereton, Ltd., 842 Cambie St.

JOHN CLEAVE & SON, LIMITED
CREDITON, DEVON, ENGLAND

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company
MONTREAL

FROM COAST TO COAST

You can now obtain fresh supplies of

McVitie & Price's

HIGH-CLASS

BISCUITS

from the following appointed Agents:—

Nova Scotia: C E. Choat & Co., Halifax, N.S.

Ontario: C. H. Cole, 33 Front St. East, Toronto (Selling Agent).

Manitoba and Saskatchewan: Richards & Brown, Ltd., James Street, Winnipeg.

Alberta: Campbell, Wilson & Horne, Ltd., Calgary; Campbell, Wilson & Horne, Ltd., Lethbridge; Campbell, Wilson & Horne, Ltd., Edmonton.

British Columbia and Yukon: Kelly, Douglas & Co., Ltd., Vancouver; Kelly, Douglas & Co., Ltd., Victoria; Kelly, Douglas & Co., Ltd., New Westminster; Kelly, Douglas & Co., Ltd., Prince Rupert.

McVitie & Price, Limited

EDINBURGH and London

McVitie & Price of Canada, Limited

Vaudreuil St., St. Paul St. E., Montreal

"COW BRAND" Baking Soda

Over Seventy Years the Leading Household Requisite

For trade satisfaction and profit there is no line of Baking Soda quite so good as **Cow Brand.**

Customers have expressed their confidence in its work and it needs no long argument to point to the advantage of your stocking it.

Your wholesaler will supply you.

CHURCH & DWIGHT

Limited

Manufacturers MONTREAL



No. 13

Facts with a Snap!

(Canada's 105-year-old Pioneer)



Getting the Gold Out of Toronto

"Gold seems to be everything now-a-days with all countries, whether at war or not. It's the only currency that is international."

"I well recollect, lad, when they thought MacKenzie's men were coming into Toronto, the authorities carted all the gold from the banks to a boat and sent it out a piece in the lake. Gold has always been the most valuable metal and during war the most guarded, but I guess the boys at the front would sooner have this plug of *King George's Navy* than gold. They tell me that a good chew or smoke beats everything for relieving the nervous strain in the trenches. Think I'll send a pound of *King George* to the boys. Drop in and order it at the grocers, lad, and send it up."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

GENERAL MERCHANDISE BUSINESS FOR sale. Stock of about $2,000.00. Claassen & Johnston, Fort Pitt, Sask.

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

NATIONAL CASH REGISTER, 4-DRAWER, fully modern; cost $565.00; in good condition. Will deliver any place in Canada for $300.00 cash. Box 113, Ft. Frances, Ont.

FOR SALE — A GROCERY, FLOUR, AND feed business in one of the best business towns in Ontario. Stock about $2,500. Annual turnover about $25,000. Will sell store and dwelling also. Easy terms. Box 101, Canadian Grocer, Toronto.

FOR SALE—GENERAL STORE BUSINESS—one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover $35,000 to $40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

WANTED

WANTED — INFORMATION REGARDING good grocery for sale. R. G. List, Minneapolis, Minn.

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—AGENCY FOR ONTARIO BEAN growers and shippers for Montreal and district. Write Box 175, Canadian Grocer. (3, 10, 17)

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

SITUATION WANTED BY EXPERIENCED grocery clerk with 12 years' experience. Expert show card writer and window trimmer. J. A. Unwin, 72 Windermere Avenue, Port Arthur, Ont.

YOUNG MAN WITH THIRTEEN YEARS' experience in wholesale grocery commission business, open for engagement. Either inside or outside position. Box 104, Canadian Grocer.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 174, Canadian Grocer, Toronto.

EXPERIENCED GROCERY AND PROVIsion salesman desires a position. Served my apprenticeship in the Old Country. Expert window dresser, card writer, etc. Could take over management of store if required. Write Box 108, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

ESTABLISHED 1849
BRADSTREET'S
Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	

Reputation gained by long years of vigorous, conscientious and successful work.
Thomas C. Irving, General Manager Western Canada
TORONTO

The Grand Prize
AT THE
PANAMA-PACIFIC EXPOSITION San Francisco 1915



Registered Trade-Mark
HAS BEEN AWARDED TO
Walter Baker & Co., Limited
for the superiority and excellence of their
Cocoa and Chocolate Preparations
55 Highest Awards at the Leading Fairs and Expositions in Europe and America.
Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

"When the German Kaiser asked for his last war loan, he had to assure the banks that the war would be over by October.

"What if it isn't?"

That "automatic financial exhaustion" may bring about the end of the war is the point Agnes C. Laut makes in the course of an article, "Is the end of the war in sight?" in the September issue of MacLean's Magazine. Miss Laut deals with the problems of war finance in masterly fashion. She sees Uncle Sam occupying a position where he can hasten the declaration of peace. She points to a new spirit that is permeating everything . . .

"In spite of an atmosphere so combustible that it needs only a fool with a bomb to blow up international relations—the wave of optimism is felt in the States.

"Why?

"Because finance may give Uncle Sam the whip-hand to compel peace.

"This is only chronicling the facts that have played the cards of destiny into Uncle Sam's hands. Wilson knows these facts and has his personal observers on the ground to signal the exact psychological moment for Uncle Sam to act; and it is because that psychological moment is rising over the blood-red, smoking slaughter ground of Europe like a Star of Hope that a wave of unexplained and unexplainable optimism has run through the financial world . . . For the first time since July 29, 1914, Destiny shows one ray of Hope above the carnage."

It is a powerful article, written in words that grip you with their power and compel conviction. It not only leaves you with a tangible reason for believing that victory will be ours, but it explains to Canadians the real attitude of the United States people and government.

Every Canadian knows the work of Agnes C. Laut. She is now a "headliner" with such publications as **Saturday Evening Post** and **World's Work**, and is the highest-priced writer of special articles that Canada has produced. Miss Laut is beginning a series of articles for MacLean's which, as she herself puts it, "**will have plenty of dynamite.**" These articles will appear exclusively in

MacLean's Magazine

The MacLean Publishing Co., Limited

143-153 University Avenue · ∴ **Toronto, Canada**

WRITE FOR FREE SAMPLE COPY

Every Housewife

likes a change. Suggest

MAPLEINE

for delicious flavor, where flavor is needed. Makes fine syrup.



Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

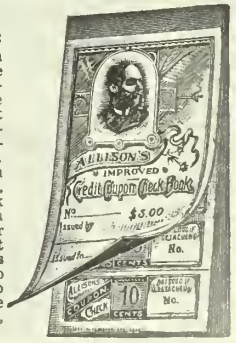
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT ad. in this paper.



A delightful change from the continual breakfast of Bacon and Eggs—

Yes, she'll surely appreciate your suggestion if you make it Brunswick Brand. Most housewives know the appetizing goodness of

Brunswick Brand Sea Foods

for luncheon or dinner. But for breakfast—well, now, that IS a capital suggestion.

Why not mention it to your customers to-day? There are no more wholesome and nourishing fish in the world than those selected specially for Brunswick Brand. There are no better sanitary facilities for packing them than in our up-to-the-minute, pure food plant. There are various ways of serving each brand that will easily take away the monotony of everyday "bacon and eggs."

Check off the brands most suited to your trade and get your wholesaler to supply you to-day.

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies (oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

Connors Bros., Limited
BLACK'S HARBOR, N.B.



INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
American Can Co. 57
Anchor Cap & Closure Co... 8
Anglo-B.C. Packing Co. 11
Armsby & Co., J. K. 3
Assignees Agents 52
Atlantic Sugar Refineries ... 1

B

Baker & Co. 52
Balfour-Smye & Co. 14
Barbour & Co. 25
Benedict, F. L. 52
Betts & Co. 13
Bickle & Greening 48
Borden Milk Co. 3
Bradstreets 60

C

California Associated Raisin Co. 6-7
Canada Starch Co. .Front cover
Canada Sugar Refining Co... 12
Canadiau Cereal & Flour Mills Co. 41
Canadian Shredded Wbeat... 4
Cane & Co. 4
Chase & Sanborn 56
Church & Dwight 51
Clark, Ltd., W. 9
Cleave, John, & Son, Ltd.... 50
Codville Company 12
Coles Mfg. Co. 10
Comte & Cie. 52
Connors Bros. 54
Continental Bag Holder Co. 8
Crescent Mfg. Co. 53

D

De Cassels 4
Dominion Canners 5
Dominion Salt 49
Duncan, John 56

E

Eckardt, H. P., & Co..... 47
Eddy, E B. ..Inside front cover
Erie Co-operative Co. 45
Escott & Co., W. H. 16
Estabrooks Co., T. H. 15
Eureka Refrigerator Co. 10

F

Fearman, F. W., Co. 48
Forbes & Nadean 13
Freeman Co., W. A. 10
Fruit Commissions 18
Furnivall-New 42

G

Guelph Soap Co. 11

H

Hargreaves (Canada), Ltd. .. 11
Heinz, H. J. 8
Hillock, John, & Co., Ltd... 4
Horne, Harry, Co. 14

I

Irish Grocer 52
Irving, Thos. C. 52

L

Lambe & Co., W. G. A. 16
Laporte, Martin, Limited .. 53
Leeuw, Henri de 16
Lemon Bros. 45
Lytle, T. A. 50

M

MacLean's Magazine 53
MacNab, T. A., & Co. 16
Magor, Son, & Co. 18
Malcolm's Condensing Co. .. 17
Malcolm, Laurie 16
McAuley, W. J. 14
McCabe, J. J. 45
McVitie & Price 51
Measam, George E. 16
Millman, W. H., Sons 16

N

National Licorice Co. 20
Niagara Fruit Growers 49
Nickle Plate Stove Polish Co. 13

O

Oakey & Sons, John 53
Oval Wood Dish Co. .....
Outside back cover

P

Patrick & Co., W. G. 16
Pennock, H. P., Co., Ltd.... 16

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 51
Royal Baking Powder Co... 43

S

Sanitary Can Co. 14
Shaw & Ellis 11
Smith & Son, E. D. 46
Stirling & Young 16
Stevens, Hepner Co., Ltd.... 10
St. Lawrence Sugar Refining 13
Star Egg Carrier Co. .....
Inside back cover
Symington's 14

T

Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co 52
Tucketts, Limited .....
Inside back cover

U

Upton Co., T. 49

W

Walker, Hugh, & Son 49
Warren Bros. 15
Watson & Truesdale 16
White & Co. 45
White Swan Co. 44
Wiley, Frank H. 16
Woods & Co., Walter 45

"VICTORIA"

QUALITY—Unhesitatingly we make the statement that goods bearing the "VICTORIA" trade-mark carry the very stamp of quality. No "PURE FOOD LAW" could be more exacting than the requirements we rigidly insist upon.

REPUTATION—A record of thirty years permits us to say that the public themselves have placed the "VICTORIA" goods in the place they enjoy to-day—the foremost in the line.

SERVICE—Advertising well directed, is the greatest selling lever. We have a special "SALES PROMOTION DEPARTMENT" for DEALERS. Any dealer carrying the "VICTORIA" line is entitled to this service. Write for particulars.

ATTRACTIVE APPEARANCE—The attractive appearance of the "VICTORIA" products is a selling point by itself. A credit to your shelves.

A FAIR PROFIT—"VICTORIA" goods pay better than other staple lines because of their quick turnover. Our "SALES PROMOTION DEPARTMENT" for dealers does that for you.

THE FULL LINE Canadian Canned Fruits and Vegetables—Salmon, Sardines, Tea, Coffee, Spices, Extracts, Pure Lard.

"VICTORIA" means

SATISFIED CUSTOMERS

PRESTIGE FOR YOUR STORE

BIGGER SALES

Drop us a line to-day for prices and samples.

LAPORTE, MARTIN, LIMITEE

Wholesale Grocers

584 St. Paul Street West, **Montreal**

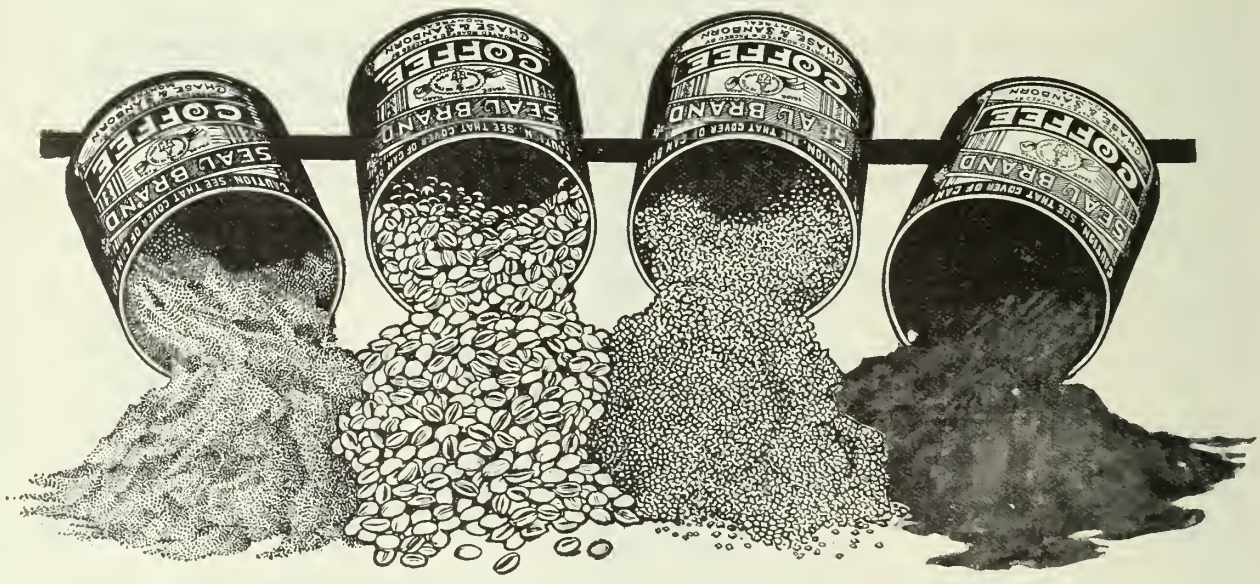
TEA

New Teas from Japan and China are now available and the time to make your selections is *now*.

Write us for samples and they will be cheerfully forwarded with the lowest possible quotations.

John Duncan & Co.

Established 1866 MONTREAL



FINE GROUND WHOLE GROUND PULVERIZED

YOU CAN SUPPLY YOUR CUSTOMERS WITH **SEAL BRAND COFFEE** FINE GROUND; WHOLE ROASTED; GROUND OR PULVERIZED

½-lb., 1-lb., 2-lb. Tins Only.

CHASE & SANBORN, - MONTREAL

Our Seal TUCKETT'S SMOKING Tobacco

has a peculiarly delightful fragrance—not a straight one-kind tobacco but a blend of the choicest leaves which took years of testing and experimenting to achieve. "Our Seal" is well known throughout tobacco-using Canada. While new on the market as compared with some of our old established brands, it is rapidly gaining in popularity with smokers who know and appreciate a really good blend.



You should stock "Our Seal."
Ask your wholesaler.

Tuckett, Limited
HAMILTON



It's Convenient to Carry Eggs in a Star Egg Tray

Put Yourself in the Place of the Housewife—Your Customer

What Would Your Impression of A Grocer Be at Receiving Eggs Cracked, Broken and Mussy?

Remember, for the time being you're the housewife. You have just placed a rush order for a dozen eggs. You are going to bake and need the whole dozen. The Grocer delivers the eggs in a paper box (a counter package). There's two broken. The balance of the dozen are all smeared and mussy. You have started the baking and need the eggs. The second one you break into your cake batter you discover is bad. It's too late, the egg is lost as well as your cake and all your labor.

An exaggeration! not by any means. It's an actual occurrence that's happening every day in hundreds of homes. Some of them your customers'. How is it to be prevented?

Star Egg Carriers and Trays

That's what they were designed and built for—to deliver eggs, absolutely without breakage as well as enable the grocer to candle his eggs right in the Carrier and thus be able to guarantee every egg he sells.

Incidentally *Star Egg Carrier* delivery costs only a fraction as much as any other known method, and it saves hours of valuable time each week.

Our printed matter will interest you. Send us your name and address.

STAR EGG CARRIER & TRAY MFG. CO.
1500 Jay Street, Rochester, New York



—and they are in Easy Reach in the Refrigerator



Riteshape

Put up fall foods in **Riteshape** containers. Sausage, bacon, mincemeat, saur krout, butter, lard, stews, spare ribs, pork tenderloins, poultry, in fact everything that must be wrapped.

The **Riteshape** gives you as neat and sanitary a package for YOUR goods as has the most expensive package food on your shelves and YOU get all the profits.

Get **Riteshapes** of all jobbers.

The Oval Wood Dish Company

MANUFACTURERS

New York Delta, Ohio, U.S.A. New Orleans



FEATURING METHODS OF A CO-OPERATIVE CONCERN

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, SEPTEMBER 10, 1915 No. 37



Three generations of Canadian women have used "Silver Gloss" for all home laundry work

Three generations of Canadian grocers have sold "Silver Gloss" in preference to all others

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal, Brantford & Fort William, Ont.

Little Miss "MAIDEN" CANADA

Registered



"Handle Big Things"

COWAN'S *Perfection* COCOA

Make big sales this year.

Lots of Women are going to thank you

for recommending LANTIC SUGAR, every time they open the pantry door and see the rows of delicious Preserves they put up during the summer.

In thousands of homes, LANTIC SUGAR proved its title as "the only Sugar to use for Preserving.

You Grocers may be sure that the women who used LANTIC SUGAR all summer, are going to use it all winter.

The Atlantic Sugar Refineries, Limited, Montreal



So - keep up your stock of 2 and 5 pound cartons—and 10, 20 and 100 pound bags.



A Few of the Happy Hearts and Cleanly Hands that Tend to the Packing of

THISTLE BRAND HADDIES AND KIPPERED HERRING

No more minute selection of the choicest fish; no greater care and cleanliness in packing than that given Thistle Brand Fish.

Haddies that are cleaner, sweeter and more deliciously flavored is the natural outcome.

More sales and larger sales for you are assured when you push the delectable Thistle Brand Fish.

This is the time of year people enjoy them most. Get in a goodly supply now. Ask your jobber to-day.

THISTLE BRAND **FOR QUALITY**

Arthur P. Tippet & Co., Montreal



Suggest Reindeer Coffee

to your customers and see how quickly their appreciation of its deliciousness and convenience will tell in increasing good orders.

Borden's assures coffee satisfaction with every customer all the time. No kick because the customer failed to brew it properly. With Borden's the housewife can't go wrong.

For customer satisfaction and bigger sales, push Borden's Reindeer Coffee and Borden's Milk Products. Replenish your stock now.

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.

SUN-KIST

REG. U.S. PAT. OFF.

CANNED FRUITS

SUN-KIST Canned Fruits are a quality unto themselves—they are SUN-KIST Quality—a quality distinctly peculiar to SUN-KIST—a quality specially selected for people of critical taste—

Delicious canned fruits—no better grown in California—the pick of a million case pack and fine enough for any table in the land. If you want satisfied customers, connect with the SUN-KIST Kind.

Wholesale distributers in every territory. Ask Them

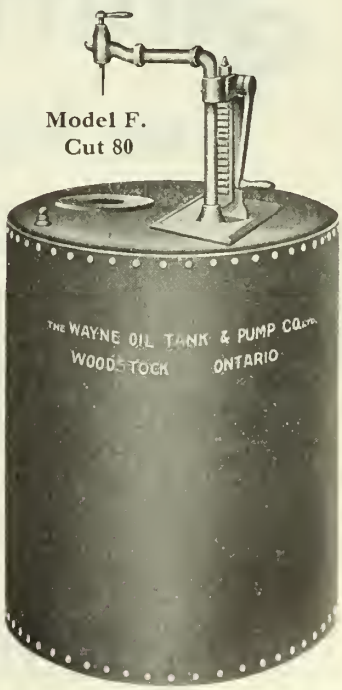
Save the Waste and Stop the Muss—

resultant from using the old style coal oil barrel or tin when the

WAYNE Oil Tank

will help you sell ALL the oil you pay for, without waste, or dripping, or muss, or loss of time. The Wayne Oil Tank automatically measures the EXACT amount of coal oil your customer wants, whether one pint or five gallons. You can keep the Wayne on the same floor as your store without fear of odors or fire.

Write and ask us to give you the straight, cold facts of just what saving and extra profits the Wayne will bring you in a short time. Get the letter off to-day.



Model F.
Cut 80

The Wayne Oil Tank and Pump Co., Limited
WOODSTOCK, ONT.



Don't Pull *Up* Stream

THE tide of public opinion is now definitely turned towards "pure-food" products. And this is just one more reason in favor of grocers stocking and selling Shirriff's True Vanilla. For it has been made in Canada for years—gathering favor year by year among Canadian women.

Shirriff's
True Vanilla

is pure. It is 50% stronger than the Government standard requires. Every bottle bears our Guarantee.

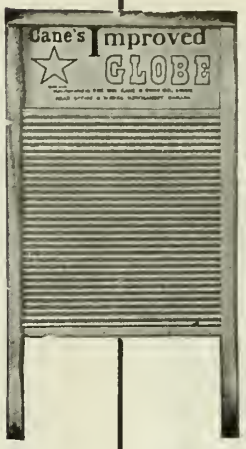
Grocers throughout Canada have found Shirriff's True Vanilla the one vanilla extract that will please the most exacting customers. And grocers have found it profitable, too, to row with the tide of popular favor in regard to their extracts.

Why not look up your stock now and send us an order for True Vanilla and any other flavors you need?

Imperial Extract Co.

Steiner and Matilda Streets

Toronto



Help Your Customers Get the Benefit of This Important Change

Pick up any CANE wash board. Feel how strong, durable and well-made it is. Notice the extra quality of material—the best Belgian zinc for the metal work, the choicest selected Canadian white wood for the woodwork. You'll quickly acknowledge it the most dependable wash board on the market—the best buy for your customers.

But change the zinc plate to ALUMINUM and you'll have the finest, most serviceable wash board the world has produced.

That sums up fully the change in CANE Wash Boards you can now offer your customers—and without cost.

War has raised the price of zinc to such an extent as to soon make it too costly for the manufacture of wash boards. We have therefore placed our factory in a position to equip our standard brands of wash boards with Aluminum instead of zinc face to any who desire them—WITHOUT ADDITIONAL COST.

Of course aluminum is a much better material. Less liable to crack, split or carry defects that will tear the clothing. Easier to keep clean and its brighter appearance makes it an article that will sell easier.

Just tell your customers you are in a position to supply, at their request, the well-known CANE models with aluminum instead of zinc face. Point out to them the extra advantages. They're sure to appreciate them at once. Speak to them to-day and write us for trial shipment.

The Wm. Cane & Sons Company
Limited
Newmarket, Ont.

CCC
Norwegian Canned Goods

THE BEST of BRANDS

For your own protection you need to handle brands of Canned Fish that are above suspicion.

CONCORD
Norwegian Sardines

are packed from the finest freshly-caught autumn fish, no hard, tough fish being packed in our up-to-date, sanitary factory.

Only the highest grade oil is used, notwithstanding the advance in price, and the fish are of excellent flavor, mild cured and not too much smoked.

24 to 28 fish go to the can, which will surely please your most fastidious customer.

Order from your nearest wholesaler the brand with the guarantee—CONCORD.

LIST OF WHOLESALERS:

R. S. McIndoe, Toronto Watson & Truesdale, Winnipeg
A. H. Brittain & Co., Montreal W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

A Canadian Product Through and Through

"AYLMER" JAMS

The pick of Canada's choicest fruits, the purest of Canadian refined sugar, strictly Canadian workmen, and the scientific "Aylmer" method, combine to make "Aylmer" Jams a favorite in Canadian homes, and a quick seller for the dealer.

There are several different and equally delicious flavors. Speak to your wholesaler to-day.

Dominion Canners, Limited

HAMILTON, ONTARIO



Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER - EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Prompt Service.

Established 1859
GEO. STANWAY & CO.
TORONTO
Agents for "Horseshoe," "Tiger" and "Sunflower" Salmon. Fred. L. Myers & Son, West Indian products. Pritchard Rice Milling Co., Texan Rices. Alexander Molasses Co., New Orleans Molasses.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
27 Wellington St. E., TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG. REGINA.
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents.
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

FRANK H. WILEY
Manufacturers' Agent
Groceries and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

A WANT AD. IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.

CLARK'S OX TONGUE

The Finest Ox Tongues



Cured and cooked to perfection.

In sizes ½s, 1s, 1½, 2, 2½, 3, 3½, 6

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

A high-grade food delicacy



A popular favorite

SEASONABLE AND READY SELLERS

W. CLARK, Limited, Montreal

Clark's

Your Safest Investment
THE EUREKA



Safe—absolutely safe — against all loss from spoilage.

Safe against loss of customers receiving tainted food, or goods gone bad.

Safe against slow sales, for the Eureka gives you the opportunity to display goods so that they look fresh and are really fresh.

Safe against dwindled profits, and sore spirits when the month's balance is drawn up.

The Eureka is certainly your safest investment.

Write to-day for free, illustrated catalogue.

Eureka Refrigerator Company
31 Brock Ave. Limited **TORONTO**

Freeman's Electrical

Made in Canada

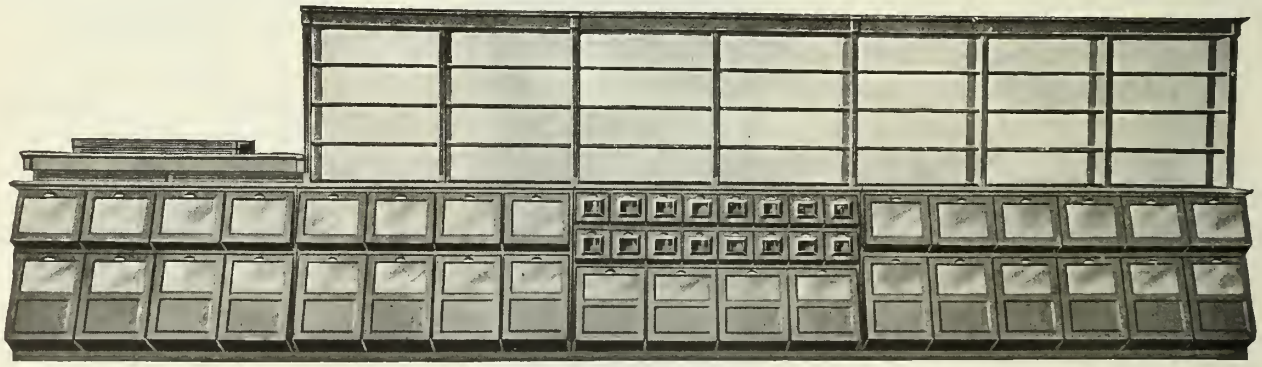


Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

Interchangeable Sectional Grocery Wall Case



Combination "X" Complete with shelving **$288.00**
27' 8" Long, 8' High

See Exhibit at Pure Food Show at Ottawa, Sept. 10th to 18th

The Walker Bin & Store Fixture Co., Limited
BERLIN ONTARIO

WESTERN AGENCIES:
VANCOUVER:—R. J. Borland, Room 611, Northwest Trust Bldg. SASKATOON:—North West Specialty Company.
EDMONTON:—Edmonton Specialties Company, 113 Howard Ave. WINNIPEG:—Watson & Truesdale, 120 Lombard St.
EASTERN AGENCIES:
OTTAWA, ONT.:—Geo. Cameron, 414 Gilmour St. MONTREAL, QUE.:—W. S. Silcock, 33 St. Nicholas St.
MARITIME PROVINCES—C. H. Good, Box 929, New Glasgow, N.S.

Are you coming to the Canadian National Exhibition?

WE are looking forward with pleasure to meeting a large number of friends at

OUR BOOTH

Right-hand Side of Entrance to Manufacturers' Annex

Here you will find **Ocean Blue; Gipsy Stove Gloss; Linoleo Floor Wax; Glosso, The One-Minute Metal Polish; Zog, The Paint Cleaner;** and **Pyn-ka Polish**—a line of sellers that bring customers to your store and keep them satisfied. Our chief representatives will be in attendance and will cordially welcome your call at our booth. Make it your headquarters throughout the Exhibition.

HARGREAVES (CANADA) LIMITED
33, FRONT STREET E., TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Creeden & Avery, Limited, 117, Arcade Buildings, Vancouver, B.C.



Indian Chief Brand CLAMS



When you try this brand you will always be sure that you are getting the very best clams on the market.

QUALITY FIRST IS OUR MOTTO.

Canned the same day they are taken from the clam beds, they retain their original flavor in full.

Order a case to-day and you will find that they give satisfaction.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.

More Than Ever in a Class by Itself

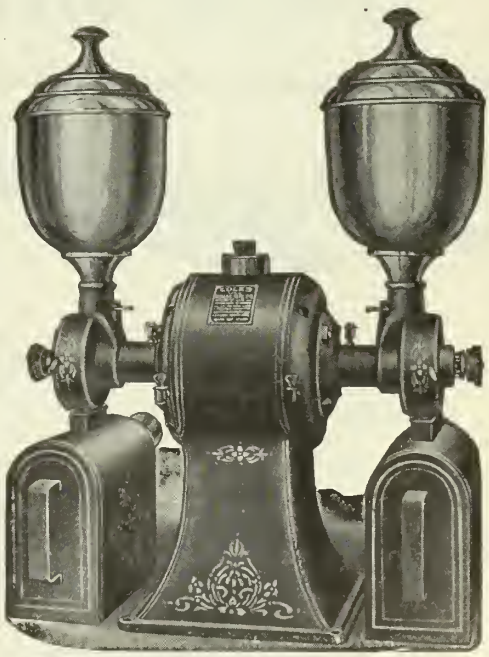
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields—Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



Gold Standard

D.S.F. (Double Superfine)
MUSTARD

¼ lb. Tins ½ lb. Tins
1 lb. Tins

Bulletin No. 271, issued by the Inland Revenue Department, Ottawa, shows Gold Standard D.S.F. Mustard to be the *purest* mustard sold in Canada.

Costs less than "the mustard you thought was best," is just as strong, is "Canadian-made," and packed in attractive packages. Your trade will thank you for recommending it. Gold Standard prepared mustards (three grades) will prove equally satisfactory.

THE CODVILLE COMPANY, LIMITED

BRANDON MOOSE JAW WINNIPEG SASKATOON

Preserving season is at its height. The quality of the fruit promises to be excellent. Give your customers the best quality of sugar in keeping with the quality of the fruit.

St. Lawrence Granulated

Is the best sugar made in Canada. **100% Pure Cane.**



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY
HAMILTON, ONTARIO

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

Niagara District Peach season now in full swing and best varieties, Peaches, Pears, and Plums are ready for preserving or dessert purposes. Housekeepers should not delay telling their grocers what fruits to order for them.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

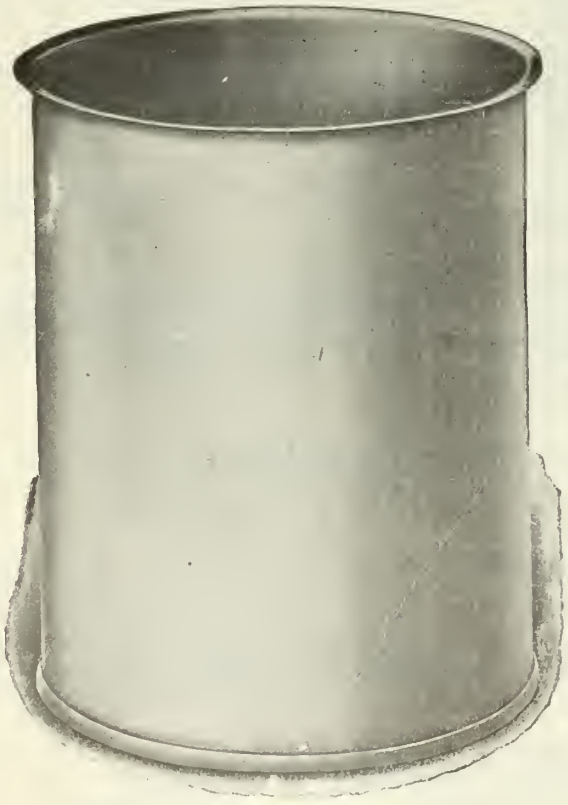
BEE BRAND PRODUCTS



are a necessity in the most of homes

Their unbeatable quality makes them extremely popular everywhere. Their low price makes them a daily necessity in the most of homes. Sure sales, big sales, growing sales are yours with Bee Brand Products prominently on display. Stock up now.

FORBES & NADEAU, Montreal, Que.



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company
LIMITED
NIAGARA FALLS, ONTARIO

"is good tea"

THE above has been our slogan for many years. It was a very happy thought. Many Grocers and users of Red Rose Tea have told us the slogan wasn't strong enough. Some have suggested that we underline good or print it in caps GOOD, or put the word "very" before good.

But, while we have been pleased to learn that our good friends who use Red Rose Tea think that the quality of the tea justifies a stronger slogan, we believe that customers are always better pleased when they find their anticipations exceeded.

What do you think, Mr. Grocer?

And don't you think it "is good tea" business to push a tea the quality of which exceeds your customers' anticipations and gives *your* store the reputation of selling "good tea."

Red Rose Tea

"is good tea"

Furnivall's FINE FRUIT PURE JAM

Rich in that full, fresh, fruity goodness that only the choicest of fine fruits can give. Furnivall's has made jam a looked-for part of the daily diet.

The choicest of Furnivall's makes Jam more generally used. For bigger trade stock Furnivall's Pure Jams to-day.



Furnivall-New
LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**, MacLaren Imperial Cheese Co., Ltd.; **Edmonton, Alta.** — Central Brokerage Co.



Stops Overweights, Scraps and Drying Out—

The "Canadian" Cheese Cutter

The CANADIAN Open

The element of saving alone commends the "Canadian" to dealers of any size. In this respect it will pay for itself in no time.

The "Canadian" is the only computing cheese cutter that will cut the exact size slice with a single stroke of one lever. Not only cuts by money value, 5c, 10c, 15c, 20c slice, but also by weights. ¼, ½ or one-pound slice. Saves half the time on each order.

Every day you work by old-fashioned, obsolete methods you are virtually throwing out your door dollars that efficient equipment would place securely in your till. Ask us to prove definitely just what profit and saving the "Canadian" will do for you. No obligation. Write now.

The Computing Cheese Cutter Co.
WINDSOR, ONT.

A Satisfied Mother's Trade

Agents for Canada

Magor, Son & Co.
Limited
191 St. Paul St. W.
MONTREAL
30 Church Street
TORONTO

is a good foundation on which to build a growing business. A Mother with a restless, peevish child is not in the best of humor to judge or buy wisely. She makes a hard-to-please customer.

Robinson's "Patent" Barley is the greatest food for infants. They thrive on it and soon become the pride of their parents, instead of a worry. For your own good and for the good of the mothers and children boost the sale of

Robinson's "Patent" Barley

DOMINION *of* CANADA

Department of Agriculture
Fruit Branch

NATURE and the GROWER have produced one of the best crops of PEACHES CANADA has ever had.

The GROWER needs your assistance to market this crop.

CANADIAN GROWN PEACHES are the BEST IN THE WORLD and the best varieties are now at their prime.

Have your SALES of PLUMS and PEACHES increased? INCREASED EFFORTS MEANS INCREASED PROFITS.

CANADIAN GROCER

VOL. XXIX TORONTO, SEPTEMBER 10, 1915 No. 37

Selling Sugar at $4.00 a Hundred

Could You Do It To-Day?—That's What the Co-operative Union of Windsor, Ont., Does—Membership and Sugar Prices Analyzed—Where Lies the Secret?

THE other day a reader in Nova Scotia sent Canadian Grocer the prospectus of The Co-operative Union of Windsor, Ont. This firm has already been dealt with a number of times in this paper, its methods being demonstrated fully, but as we have a number of requests of late for information in regard to this concern, we shall go into the matter again for the benefit of our many new 1915 readers.

The literature that has been received is very similar to what was issued a few years ago under the name of the "Consumers' Association," the heads of which were also connected at that time with a firm known as the Dominion Grocery Co. The resemblance with The Co-operative Union of Windsor, which by the way was also the headquarters of the Consumers' Association and the Dominion Grocery Co., looks as if they all have sprung from the same source. It should of course be understood that since the Co-operative Union was formed the names of the other concerns do not appear in any advertising sent out from Windsor.

It would be interesting to know just why the name has been changed.

That Four-Dollar Sugar

The chief bait in the prospectus of the Co-operative Union is of course the 100-lb. sack of standard Montreal refined granulated sugar for $4. At the present time sugar costs the retailer in Montreal $6.65 cwt. or $6.71 in Toronto which would mean 3 or 4 cents more in Windsor. Then the question is how can this concern sell sugar which costs them around $6.70 for $4? They also quote 2½ lb. boxes of various soda biscuits made by several manufacturers for 15 cents, which ordinarily cost the consumer 25 cents, and shoe polish for 5 cents which ordinarily retails at 10 cents. A can of a well-known cleanser which sells from the grocery store at 10 cents is only listed at 6 cents in their catalogue.

How can they do this, is the question everybody asks, who knows anything at all about the cost of these goods and their regular selling price?

It should of course be realized that to become a member of the Co-operative Union and to get in on what the Union calls their system—"the Profit-Sharing Plan"—"the New System"—"the Co-operative Plan"—one must part with a two-dollar bill to a local agent. Small advertisements are distributed throughout newspapers in all parts of Canada for agents. These agents have to drum up members among the consuming public. Each member must pay $2 to get the privilege of buying goods at these prices, but the Co-operative Union only gets 40 cents for each member.

	The Old Way	The Union Way
100 lbs. Redpath's Best Granulated Sugar	$7.00	$4.00
Christies', Perrin's, McCormick's or Dorr's Soda Biscuits (large 2½ lb. boxes)	0.25	0.15
8 bars Comfort, Sunlight, Surprise, Taylor's Borax or Lifebuoy Soap	0.40	0.25
Nugget or 2 in 1 Shoe Polish	0.10	0.05
10 lbs. of Sal or Washing Soda	0.20	0.08
Old Dutch Cleanser	0.10	0.06
1 lb. Breakfast Cocoa	0.50	0.35
1 lb. of Golden Dried Tea (black or green)	0.50	0.35
1 can Maple Leaf Salmon (large tall can)	0.25	0.15
5 lbs. Selected California Raisins	0.75	0.50
5 lbs. Best Lump Laundry Starch	0.40	0.23
1 lb. Fresh Roast Coffee (Moka flavor)	0.40	0.25
1 lb .Dry Fresh Ground Mustard (double strength)	0.40	0.20
1 box (3 bars) Cuticle Complexion Soap	0.75	0.40
Clark's Best Spool Cotton	0.05	0.04
4 Large Cans of Solid Packed Tomatoes	0.40	0.25
4 Cans of Baby Sweet Corn	0.40	0.25
4 Cans Early June Peas	0.40	0.25
1 Large Package of Tillson's Oats (5 pounds)	0.30	0.21
5 Pounds of Japan Rice (full heads)	0.50	0.35

A list of goods with prices which The Co-operative Union sends out with prospectus. What do you think of it?

Twenty Dollars a Week!

When someone answers the advertisement and shows a desire to become their agent, a circular letter is forwarded together with the first prospectus. In this letter they point out that they have a "permanent and well paying position open for someone in every locality who is ambitious and willing to work a few hours for $20 a week." This makes great reading for the unemployed. This "Union" points out that many representing them "are earning from $15 to $20 weekly, with a few hours' work among their friends and neighbors during the evenings." They claim to be the largest concern operating along the co-operative profit-sharing plan in Canada, and that they have a large enrollment of members who have saved their hard earned money through their system. Then the circular letter reads as follows: "You are almost certain to meet with those who will tell you that it is impossible for us to sell at such low prices. They will tell you that it cannot be done. For the benefit of those we are posting a guarantee with our local bank. Our past dealings give us a record that any firm may well be proud of. If you should be in our city at any time, call upon us or send your friends if they live near us."

Depend Much on Membership Fees

Here are some of the reasons they give why they can sell at prices intimated above: "We buy strictly for cash and our large membership of thousands of customers all over the Dominion gives us a purchasing power greater than many retail stores combined. While local merchants must depend on a limited number of customers. We have no losses from bad debts, which most local merchants must contend with and these losses must be made up somewhere. We have no delivery wagons to maintain, no high-priced traveling salesmen, no high rent, as all goods are shipped by the different distributors with whom we have special arrangements to handle our large volume of business. But most of all the membership fee maintains the expenses of the Union, and we are not compelled to ask

a large profit on the goods that we supply our members, and the members receive the benefit."

They go on to say that despite the fact that many merchants have advanced prices during the past year they have made no advances as their membership is increasing. The membership fee of $2 yearly entitles the members to all benefits of the Union for the period of one year. While they have a number of assortments of goods listed in their catalogue which must be purchased en bloc, yet if the purchaser so desires he is not compelled to buy that way. They say they will allow him to select his own orders in any quantity he likes from the open lists in their catalogues, "the smallest order receiving the same attention as the largest."

The reader will note that this does not say that the prices charged in the open lists in their catalogue are the same as those listed in the various assortments.

Sugar Price Analyzed

When one applies for the agency of a certain district he is given 25 yearly memberships for $10 or 40 cents each. The agent must sell these at $2 each, "thereby making a profit of $1.60 on each member." Suppose, therefore, the Union secured 5,000 members a year at 40c each, this would mean $2,000 to them. On every cwt. of sugar they sell they are losing to-day about $2.70. If they sold about 720 sacks of sugar during a year, they would lose almost that $2,000. They are also selling biscuits, standard brands of soap, shoe polish and cleansing powders at almost similar losses. And of course if they had 5,000 members in a year one would naturally suppose that they would sell a hundred of sugar to each member. In that case they would lose 5,000 times $2.70 all together, or some $13,500 on sugar alone. Wouldn't it be exceedingly interesting and illuminating to know just how they do exist?

There is one very significant point in connection with the catalogue and listed goods of the Co-operative Union. That is, that the majority of the lines listed are unbranded. What is the quality of these goods? It would also be interesting to know what percentage of those who become members stick with the firm throughout the year. Do many of them part with their $2 and become dissatisfied with the first shipment and discontinue, or do they all stick? That is the question.

Duty Stamps on Plug Tobacco

Carleton Place Retailer Makes Enquiry as to Regulations Governing Same When He Buys Less Than a Caddy—Plug Tobacco Only Affected—Wholesalers' or Manufacturers' Duty to Stamp Small Cardboard Packages

Editor Canadian Grocer:

Dear Sirs,—Enclosed you will find a copy of a pamphlet issued by the Department of Inland Revenue, which was left at my store a few days ago when I was not in. After having read the regulation I could not understand same, so decided to send it to you for explanation.

About Section 133.—I understand that packages of tobacco like Old Chum or Rex mixture, etc., instead of having only series number so and so, must now have a certain stamp on same as prima facie evidence that the duty has been paid. If the words are not on the package, should we accept the package? Should the retailer, wholesaler or manufacturer place these stamps on them? Does this apply to plug tobacco, cigars and cigarettes, and could I buy tobacco by the pound or have I to buy it by the caddy or five-pound boxes and keep it in these boxes until all is sold and destroy the boxes or caddy; or could I buy it by the pound and put it in a cardboard box and put a stamp on it and destroy the box every time a pound is sold, and get another box?

D. L.
Reader of Canadian Grocer.
Carleton Place, Ont., Sept. 1, '15.

What Regulations Say

Editorial Note: Section 133 referred to states that "except as hereinafter provided the stamp on the package from which goods are being retailed is prima facie evidence that the duty has been paid, the absence of such stamp being prima facie evidence of the non-payment of the duty.

"In the case of plug tobacco, manufactured in Canada, each plug having attached thereto the manufacturer's metal tag or brand, a dealer (meaning a wholesaler) will be permitted to open a caddy not exceeding in weight 25 pounds, and remove from it such quantities of plugs, not less than one pound, as may be desired for the purpose of immediate sale to the **retail** trade. The quantity so removed shall be placed in a suitable box made of cardboard or such other material as may be approved by the department. On the box shall be placed a stamp, which shall be signed by the dealer (wholesaler) to the following effect:

"This tobacco is the manufacture of ..... and has been taken from a caddy bearing duty stamp No. ....."

(Dealer's name) .....

Address .....

"Notice.—The contents of this package may only be removed for sale to a customer, and when the package is empty it shall be immediately destroyed."

"Imported tobacco shall be sold from original stamped packages only.

"The stamp to be attached to each package of tobacco removed from a duty-paid caddy shall be supplied by the department at cost, viz., $1 per 1,000, etc."

Refers to Plug Tobacco Only

In the first place, these regulations refer to plug tobacco only, and not in any way to cut tobacco in packages. When a manufacturer or wholesaler sells a retail dealer a caddy of plug tobacco, there is always a stamp on it to the effect that the duty has been paid. If, however, a dealer only wants a part of a caddy, that means that the manufacturer or wholesaler must break open one to send out the smaller quantity. The Inland Revenue Department compels the manufacturer or wholesaler, when doing this, to pack the smaller quantity in a pasteboard box or some other suitable package, and also requires him to place a stamp on it, for which the manufacturer or wholesaler pays $1 for 1,000.

We are informed that manufacturers and wholesalers have these cardboard boxes suitable for 1 lb., 2 lbs., 3, 5, and up to 10 lbs. of plug tobacco. It is up to the manufacturer or wholesaler to place this stamp on the cardboard box, and not to the retailer. If the retailer buys a whole caddy of plug tobacco, there would be no object in repacking it in the smaller pasteboard boxes, as he can sell it to the ultimate consumer in any quantity and in any form. The idea of the small pasteboard packages is to be able to accommodate a retailer who does not care to buy a whole caddy of any one brand at once. If, however, a grocer should receive a cardboard box with plug tobacco in it without this stamp, we would urge that he immediately get in touch with the manufacturer or wholesaler and point out to him the omission of the stamp.

(Continued on page 24.)

Parable of the Man Who Put First Things First

By E. A. HUGHES

ONCE upon a time there was a certain grocer who rejoiced—let us say—in the name of Bloggs. Bloggs had some peculiar ideas. He wanted, of course, to make his business go, so that he could make money and enjoy the twilight of his days in peace and tranquility! Moreover, he wanted to make this money fast. Unfortunately, however, he did not have a sense of proportion. Next to a sense of humor, a sense of proportion is the most desirable sixth sense of all. But Bloggs had it not. His motto, he said, was to under-cut the other man. He wanted the trade—at any price.

He started in as a grocer to grocc. He had this low-price bug from his youth up and firmly believed that he could cajole the public into believing that he was selling them something for nothing. Alas and alack, the public didn't see it. They wouldn't be cajoled. They refused to think Bloggs was in business for his health.

Well, at first he used to buy really high-class stuff and sell it at such a bare margin that he under-cut everybody else. But the volume of the trade didn't make it worth while, even at that. Bloggs decided that he would have to do one of two things. Either he must put the price up, or he must put the quality down. Bloggs puzzled his brain a good deal before he decided which he would do. He reasoned and he argued. But he didn't know Euclid—which is the science of abstract reasoning—and he came to the wrong conclusion. That is, he put two and two together and he made four and a half, which no self-respecting grocer would do. And he decided to lower the quality.

Drop a tear over the foolishness of Mr. Bloggs.

For what happened? It chanced that after Bloggs had got in a consignment of canned salmon, a Mrs. Buythebest came to his store. Said Mrs. B.: "I want some salmon."

Mr. Bloggs: "Yes, ma'am."

He produced the salmon, which was of poor quality, and Mrs. B. said a trifle suspiciously (you see she knew Bloggs!): "I suppose this is prime quality stuff?"

Said Bloggs: "Er—oh, yes—er—that is, of course."

Said she: "Yes, of course." Mrs. Buythebest was a big woman who towered over Bloggs, and she was more than a little afraid of him.

"But, it's very cheap," said Mrs. Buythebest.

"Yes. Very cheap."

"I didn't know you could get it as low as that," she added.

Eventually she bought it. Like every other woman she was glad to think she had got it cheaply. The instinct of the customer is to pay as little as he can; it's natural. Although many want it good, first.

That night Mr. and Mrs. Buythebest sat opposite each other for dinner. Being summer, they had cold dinner. The salmon was the chief dish. Mr. Buythebest helped himself, and started in to consume it.

Suddenly he looked up. His wife became aware of a growling and catching his eye she saw the light of battle.

"What do you call this?" asked her husband.

His wife looked at it. What did she call it?

"Why, salmon, of course," she made reply.

"Salmon?" He almost flung the word at her. Then, "Salmon," again. This time it was an exclamation. "If that's salmon, give me horse," he said, and thrust the plate away from him. "Never go to the grocer who sold you that stuff again," he ended. "Never."

Mrs. Buythebest was perturbed. She was silent for a moment. Then, "But it was so cheap and Bloggs told me it was prime quality," she said. "I had no idea—"

"Cheap?" Her husband caught up the word and flung it back. "Cheap? I should think so. Why, the man who has the nerve to charge anything at all for that stuff, even as food for the dog, is a robber."

Then he left the table.

Thus you see Mr. Bloggs precipitated a family quarrel.

Also he lost a customer. Mrs. Buythebest never went there again except once; that was to tell him what she thought of him!

For Bloggs was a man who did not put first things first.

II

Now it chanced that there was another grocer grocing in that same town. His name was Mr. Prime. He had a different set of principles from those which Bloggs ran his business on. Prime believed that Quality should be spelled with a capital Q and always come first.

When he opened, he found that he was selling his lines too cheaply. He discovered that there wasn't a fair profit in the business. And like Bloggs he said to himself: "I shall have to put the price up slightly or else put the quality down. Which shall I do?"

He decided in favor of the former course.

So he bought a consignment of salmon, and he bought the really good quality. An inferior kind was offered him, "same as I have just sold Mr. Bloggs," said the traveller, but Prime would have none of it. "I want good quality stuff," he said, "even though I have to charge a little more for it."

A lady came into his store that morning and asked for some salmon. He produced it.

"Isn't this price rather high, Mr. Prime?" she asked.

Prime came right back. "Well, ma'am, it is higher than I have been charging. I found that the price to me was going up and at my old prices I couldn't make it pay. And I knew that my customers wouldn't stand for my reducing the quality, so I had to put up the price a trifle."

The lady said, "I see." Then she hummed and hawed.

"It's a little higher than I want to pay. Still, I want nice salmon."

"You take it, ma'am," said Prime. "Better to pay a little more and enjoy it than a little less and then be mad because you bought inferior goods."

So the lady bought.

That evening, she and her husband sat down to dinner and the main dish was this salmon. Her husband took some.

"That surely is nice salmon," he said to his wife in a moment. "It's a long time since I tasted any I liked as well as that."

Said she: "I'm glad you like it. I paid a little more for it than usual, but it's worth while if it's good."

"Sure is," agreed her husband passing his plate for more.

"I always think that if even I grudge paying a little higher price at the time," said his wife, "I feel amply repaid if what I buy is of first class quality."

"You bet," said the husband laconically, and went on enjoying the salmon.

So Prime made a permanent customer.

Also he didn't precipitate any family quarrel.

* * *

And the moral of this parabolic harangue is that quality is the thing for the grocer to hold most sacred. You may save a little by selling poorer stuff, but in the long run the very people who pay for the cheap stuff will complain. They'll forget all about its being cheap; they'll just say: "Cheap or not, that grocer shouldn't have sold me that poor quality stuff."

Quality, a profit, good salesmanship; these three; but the greatest of these is Quality.

Backbone in Account Collecting

How a Merchant Went Out of Business—He Was an Easy Mark for the Slow Pays and Dead Beats—Collections a Very Important Part of a Business—First Talk of a Series.

By ROBERT O. HOLMES.

This "talk" is the first of a series of six articles on business management, prepared especially for the readers of Canadian Grocer by Robert O. Holmes. The talk tells how one merchant made a failure of his business through not collecting accounts. Talk No. 2 will tell how a successful merchant collects accounts.

ABOUT three years ago I was called to a Canadian town to examine the books of a dry goods concern. I spent a week in the town and during that time I made the acquaintance of a retail grocery merchant. After fixing up the books of the drygoods concern, I was asked by the grocery dealer to look over his bookkeeping system, as he was firmly convinced that something was wrong. I had an appointment in another town as soon as I finished my work at the drygoods store, so I told him that I couldn't go through the books at the time, but would return later.

In a month's time I returned, and undertook to locate any weaknesses in connection with the merchant's method of bookkeeping.

The merchant told me that he had been in business for fifteen years. During that time he had built up a very wide connection, and he was looked upon as being the most successful grocery merchant in the city. He had a very large turnover and he appeared to be careful in his buying. He employed fair salesmen and was a fairly good advertiser. He made use of all the usual sales creations, such as window displays, etc., and yet he could not understand how it was that he could not make money.

I found upon investigating that the bookkeeper was a very neat young man, a slow, but sure worker. He did what the merchant had asked him to do, but that was about all. The trouble with the whole business was that the merchant was carrying over $20,000 on his books. That was his trouble.

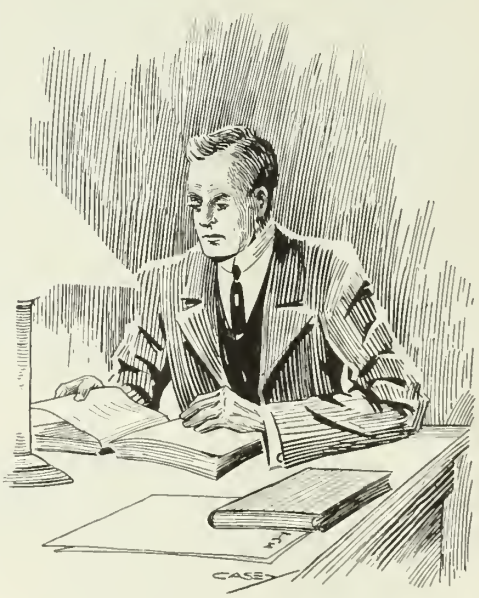
He knew nearly everybody in the town. He was active in church and lodge affairs and took quite an interest in all events in the town. It appeared as though every person in town dealt with him, especially those who wanted credit. People did not seem afraid to ask him for credit, and to judge by the length of time some of the accounts had been standing, did not mind keeping him waiting any length of time. The merchant was in fact a regular "mark" for the slow-pays and dead-beats of the town.

I remember quite well how the merchant went over his books with me in a sort of hopeless apathy, and tried to explain why he had not pushed account after account.

This man belonged to a certain lodge and had been hard up on account of investments in the West. That one was an old friend, "And, of course, I don't like to bill him," he would add.

Another debtor was a lawyer who apparently had the idea that he didn't need to settle. Another debtor was a painter who undertook to paint a church. He took the contract too low and lost money on the deal. And so it went on through a seemingly endless list. At the end of our examination, I judged that about half the total amount was collectable.

"Your only hope is to clean up your books," I told him as I left. "With your turn-over you ought to be making a fortune but instead you're giving the profits away to all the dead-beats and credit-suckers in town. You don't need a new system of bookkeeping. What you need is a new backbone. If you don't change your methods at once, the sheriff will get you."



After a careful examination I figured that about half the accounts were collectable.

I have heard that the acquirement of a new backbone was too much for him and that he did not change his methods. Anyway the sheriff got him in the end.

This experience and countless others has convinced me that many of our retailers are bending their backs under heavy loads of bad debts incurred by slow pays and dead-beats. Many of these merchants lose cash discounts on their purchases, which if taken advantage of would mean a mighty big item in a year's time.

The question of collections is always one of the utmost importance to the retail merchant who does a credit business; but it is particularly important at the present juncture.

During the past year many merchants have had to exercise considerable skill in the financing of their business. Some have been unable to stand the strain.

Close application to business and collections will be necessary for many months to come. There is plenty of money in the country. Savings banks deposits are the largest in the history of the country, but the money is not circulating. Many slow-pays and tightwads are hoarding money in the savings banks instead of paying their debts to the retailers—and the latter are in no small way to blame for this condition.

It follows that the limiting of credit lines and the closest attention to collections have become necessary. When every cent is needed to keep things moving in good order, no merchant can afford to have large sums tied up in non-collectable accounts. That way failure lies.

The giving of credit requires perhaps more care and thought than any other branch of the ordinary business. Certainly the collection of accounts causes more friction and worry than anything else. However, in a large proportion of stores the giving of credit is necessary, and it therefore becomes necessary that that it should be done systematically.

In article No. 2, which will appear later in The Canadian Grocer, I will tell how a very successful merchant looks after his collections without devoting much of his own time to the work.

Special Sale Sells Canned Foods

Seven Hundred and Eighty-One Cases Disposed of in a Few Days — Campaign That Brought the People Into the Basement—Proved Splendid Advertisement.



Condensed reproduction of a newspaper advertisement used by Dupuis Freres of Montreal in their recent big canned goods selling campaign.

AN article appeared in this paper some time ago, describing how The Paquet Company of Quebec succeeded in drawing a crowd into their grocery department, located on the top floor, by running a free guessing competition. A display of canned goods was made in one of their show windows, and prizes offered to those who came nearest guessing the number of cans in the window. It was not necessary to make a purchase; anybody could guess, the only condition being that each contestant sign his or her name in a book located in the grocery department. By this means The Paquet Company succeeded in distributing their trade in this department over the first few days of the week, as well as almost doubling their business for this week. Incidentally, they also sold an immense quantity of canned goods.

That the same idea is practicable in other stores was proved by Dupuis Freres, Montreal, whose grocery department is located in the basement. They put on a similar competition in August, running it on the same lines as described in The Canadian Grocer. It had the effect of bringing a large number of people into the basement who never knew there was the grocery department there before, and did them an enormous amount of good indirectly. Also, the sales for that week jumped up considerably. Their sales of canned goods while the competition was on amounted to 781 cases.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—

Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—

New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—

London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atahek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. **TORONTO, SEPTEMBER 10, 1915** **No. 37**

LOW TEA PRICE DIDN'T LAST.

SUPPOSING a merchant in your town bought a quantity of tea before the rise last fall and is still in a position to sell it at the old prices and still make a little money, what would you do? You have been buying tea since the rise and paying eight or ten cents a pound more. How can you stand up against your competitor, who decides to throw away his advantage in buying? Would you cut your price too, and lose money, or maintain it and lose tea trade?

An actual occurrence of this kind is reported from a certain town in Prince Edward Island. One of the merchants there persisted in selling the tea which he had bought before the rise at the old price, compelling the other merchants to do the same. They, however, got tired of this: and what was the result? They decided to be out of tea for a few days. This naturally sent all the demand to the merchant who had the low prices. Naturally it did not take very long for the public to buy up all he had and of course the next time he went into the market he had to pay more for his tea. Of course he had to get more for it and the problem was solved. It was evident that he made very little money on tea and now he is compelled to take the profit that the rest are getting.

Here was a case where the merchants used their brains to good effect. But for united action they might still have been selling tea at a heavy loss.

SUCCESS OF THE COUNTRY STORE

A WRITER in a recent issue of *Saturday Evening Post* talks on the country store and the country and small town retailer. In the course of the article he throws out some valuable hints on what is required to make a successful country store. Here is an excerpt from the article:

> "It seems tolerably clear that the country retailer who succeeds under these conditions must have something more than just a stock of goods to sell. Broadly speaking, anybody can get a stock of goods to sell. The store that succeeds must have some attraction which distinguishes it from just any store. In every country town, so far as we have been able to discover, there are retailers who do succeed well in spite of competition at home and abroad. It can be done, but it will not do itself. The broad problem of the country retailer is one of the most difficult we know of in the field of business. Those who depend on the country retailer for distribution can well afford to study it."

The thought here is that the aggressive dealer is the one who has something out of the ordinary—unique—about the place that will act as a magnet for the drawing of new trade. Give the public a reason for trading at your store and the public will be found there.

RETAILERS LOSE AGAIN.

CANADIAN dealers will be interested in knowing that the American Scrip Company is bankrupt—according to reports from Los Angeles which city is given credit as being the birthplace of the "mile in travel for a dollar in trade" alleged business-stimulating idea.

This company's plan, it will be remembered, was to sell the retail merchant coupons which the merchant in turn gave to his customers with purchases at the rate of one mile in travel for each dollar of

trade and which coupons the company redeemed in railway and steamship mileage.

The Scrip Company's early experience on the Pacific Coast is said to have been so successful that it was decided to expand operations covering practically the entire United States.

A sumptuous suite of offices was opened up in Chicago which was to be known as the general office of the company.

Despite the fact that the merchants who bought scrip paid from $3.00 to $5.00 a thousand for the coupons, they are now being redeemed only at one cent. This is paid in cash at the offices of the bankrupt concern, and it is announced that the money for this purpose was contributed voluntarily by the stockholders. The cash may be had either by merchants who still have stamps on hand which they have not issued to the customers, or by consumers who have been collecting stamps.

While it is said that none but the officers of the company know how many are outstanding, it is claimed that fully 1,000,000 scrip coupons still are unredeemed or have just been redeemed on the one cent basis.

A similar institution has been in operation in British Columbia and Alberta. In Calgary, as announced some time ago in Canadian Grocer, the company operating there was fined for doing business in contravention of the Trading Stamp Act.

ENGLAND'S FINANCIAL STRENGTH

MUCH has been said and written about England's financial strength, and what condition England will be in if the war lasts a long time. The *Statist* in referring to the cost of the war directs attention to the fact that if the war lasts a long time the position of the British nation at the end will be infinitely stronger than it was after the Napoleonic wars. "At that time the nation's debt was about £900,000,000, while its income was only from £250,000,000 to £300,000,000. In other words, the debt of the nation was equal to over three times the aggregate amount of its annual income. Immediately before the present war began (and we anticipate after the war is over also) the income of the nation was in the neighborhood of £2,400,000,000. Thus if a debt of £3,000,000,000 is incurred it will represent not much more than one year's income, whereas one hundred years ago the debt then created represented three years' income. Of course the increase of taxation for the purpose of meeting the interest on this debt will be very large, but even then the burden of taxation will be much smaller in proportion to the income available for meeting it than was the burden of taxation after the last really great war in which Great Britain was engaged. If holders of securities will bear these facts in mind they will not become seriously anxious about the future course of prices. If the country become increasingly efficient, and if it also becomes less wasteful in its expenditures, it is obvious that the amount of capital it will have for investment as soon as the war is over will be very large, that prices of securities will show marked recovery and that no long period will elapse before the Government credit is restored to a normal level."

RESULTS FROM WESTERN HARVEST.

THAT as a result of this year's harvesting operations, general business throughout Western Canada is going to show a pronounced improvement is the opinion expressed by Thomas Findley, vice-president of the Massey-Harris Co., in an interview with The Financial Post. Mr. Findley, through the organization of the big implement firm with which he is connected, is in an exceptional position to estimate Western conditions and his views may be regarded as having back of them the authority of intimate knowledge and experience.

"With the money which the farmers of the West will receive from the sale of their grain this fall, obligations are going to be very generally reduced," said Mr. Findley. "This applies not only to the debts they owe in connection with the purchase of implements but to all outstanding liabilities. I do not look to see any great burst of buying. The people of the West are economizing to-day as they never did before and they will be well advised if they continue this policy of retrenchment for some years to come. At the same time, there is a point beyond which economy cannot pass and necessary purchases will have to be made. Stocks of goods throughout the West have become seriously depleted and these will have to be partially replaced at any rate to meet the needs of the coming winter. In consequence there may be expected a gradual improvement in orders from dealers and sales to the people.

"So far as the sale of implements is concerned, binders are about the only article in demand. While the sale this year has been carefully restricted by the manufacturers, the absolute need for these machines to cope with the big crop was so imperative that fully twice as many were sold as last year. Even at that the number disposed of was not as great as in the boom years of 1910, 1911 and 1912, though the need for them is greater. Probably the number sold was about three-quarters of the number placed in these years."

This certainly indicates a reassuring situation so far as Western business conditions are concerned.

EDITORIAL NOTES.

TURN STOCKS quick and keep 'em turning.

* * *

THE CROP is now an assured factor in the industrial situation.

* * *

ARE WE downhearted? Look at the attendance figures at the Toronto Exhibition!

THRO' OTHER SPECTACLES

Advice on Coffee Buying

The Spicy Monthly, St. Louis, Mo.

The coffee market has shown signs of weakness during the past month. There are the usual predictions of higher prices and some predictions of lower prices.

If conditions were normal, we would predict higher prices, but with the uncertain conditions, caused by the European war, it is an uncertain guess, but our advice has always been, and is, to the retail merchant, to not buy roasted coffee on speculation, but to buy them for his wants, and buy coffee because he has reason to believe that he can sell it and that his trade want it. If he carries out that policy, he is not likely to have any stale roasted coffee on his hands.

* * *

Canadian Apples in Britain

The Weekly Bulletin, Ottawa.

The almost continual wet and cool weather, which has been experienced during the past month has been unfavorable to fruit prospects, and apples, of which a heavy yield was anticipated early in the season, have sustained marked damage from the violent storms of almost tropical intensity, which have recently swept through many districts almost daily.

It is somewhat early to arrive at a definite estimate of the yield of apples and pears, but with a view of obtaining information bearing upon the prospects for Canadian fruit in these markets during the approaching season, three of the principal London dealers have been consulted, and their opinions are set forth in the following extracts from reports received.

It must be borne in mind that while the yield of British fruit must have some bearing on the subject, its influence upon the situation is less important than usual because conditions resulting from the war create factors which not only complicate the position, but upset ordinary logical anticipations.

As somewhat similar conditions, however, existed last year, Canadian shippers will have the advantage of experience in approaching the problem of this year's export trade.

The first London dealer consulted gave it as his opinion that it is a little difficult to give any definite expression of opinion as regards the coming fruit season. So far as it can be gathered the English apple crop promises to be fairly plentiful as regards quantity, but not at all satisfactory in the matter of quality; in fact, so far as it can be found out there will be little, if any, fine fruit available this season. The English pear crop will probably be a good one, but as English pears do not compete seriously with imported goods, this is not a matter of importance. It is understood the French pear crop will not be shipped to any great extent, so that a good market for fine Canadian pears and peaches is anticipated. Moreover, Canadian apples will doubtless make satisfactory prices this season, when of good quality and comparatively late arrivals. It is hardly expected that the earlier fruits will do very well.

The second firm intimated that with regard to peaches, it is a bit too early to say, but all fruit of this nature has been arriving in a bad condition from the Continent, therefore it is advisable not to enter seriously into this.

There is a probability as the English crop is unsatisfactory and inferior in quality that Canadian apples will meet with a good market providing they arrive in hard, sound condition, clear of spot. It is regrettable to hear that there is a good deal of spot in Nova Scotia this year, which is, of course, a serious defect in apples.

* * *

Canada's Control of Nickel.

New York Journal of Commerce.

In 1913, it is stated, the world's production of fine nickel approximated 34,000 tons, of which the Canadian ore contained 24,838 tons, the ore produced by La Societe de Nickel in New Caledonia, French Pacific Islands, and refined in France, contained about 8,000 tons, and production in Norway amounted to 400 tons, the remainder having been refined in Germany from various metal processes. Practically all of the ore mined in Ontario was reduced to matte and shipped to the United States and Great Britain to be refined, only a small percentage having been refined in Canada.

The production of nickel in the Sudbury district—which region yields 73 per cent. of the world's output of nickel—is closely associated with that of copper, the content of the matte produced from the ore being about 50 per cent. nickel and 25 per cent. copper.

Britain Likes Our Cheese

The Irish Grocer, Belfast.

The fact that cheese contains so much nutriment, and the extent of the demand by Government for it for army purposes and its consequent rise in price, have caused considerable public attention to be directed to it. Ireland is not either a cheese producing or a cheese consuming country, and the extent of the trade in cheese in the United Kingdom is much greater than probably most of us realize. During the year 1914 the imports of cheese into the United Kingdom were almost 2½ million cwts., and the value almost 8 million pounds sterling. And the cheese trade in England, especially in Cheshire, Somerset, and the adjoining counties is a very large one, so that it may fairly be claimed that cheese is one of the more important of the articles of diet in these countries. The imports for the year ending last June were larger than those for any year for twelve years; but notwithstanding this increase in the supply, the demand was such that prices went up to record figures, though since May, when it became known that cheese was no longer to remain part of the daily diet of our armies, they have been at a lower level.

No country sends us nearly such large supplies of cheese as Canada, notwithstanding that for a number of years the quantity which her rapidly increasing population has been able to spare for export, has been steadily declining. It would seem natural to expect that Australia should step into the place which Canada is slowly relinquishing, but Australian cheese has not met with much favor in these countries; the quality, however, has been improving, and this year shows a decided improvement upon last. It is complained that the color is not deep enough and that in many cases it is not one thing or the other, but some of the cheese which has recently come from New South Wales is of the very best kind. New Zealand cheese has recovered in favor, owing largely to its being of more uniform quality than it was, and of closer texture, but there is still a tendency for it to show cracks when it is cut, which shows that the New Zealand makers have not attained to the standard of the Canadians.

Technical Education in Groceries

Advantages of Such Are Advocated by an Old Ontario Grocer in New York—Points to Work Institute of Certified Grocers in Britain as a Precedent—The Future Real Grocer Will Be The Professional One.

By CHARLES A. ELLIOTT.

THE word "Technical" refers to the arts or to the professions which grocers have not required in the past. Many self-educated, many public-school educated, and many through the school of hard knocks have done well in the business world. Would arts assist them? Certainly; and would any profession assist them? Not if it wasn't grocerology. A famous general once said that to be a good blacksmith one must have forged all his life; to be a good administrator, one should have passed his whole life in the study and practice of business.

The man or woman who achieves success in the management of any great business is entitled to honor. It may be so as much as the artist who paints a picture, or the author who writes a book, or the soldier who wins a battle. But education is knowledge, and through education man has done wondrous works. A technical education built the Brooklyn, Manhattan & Queensboro bridges and the wonderful subways, which carry us to and from our business. It has developed gigantic buildings. Who would, 25 years ago, have thought of the Woolworth, Singer and Metropolitan buildings.

Emerson said that we live in a new and exceptional age. America is another name of opportunity; its whole history appears like a last effort of the divine providence on behalf of the human race.

In 1899 a movement to promote the educational facilities among the grocery employers of England was started by the National Assistants' Grocery Association. This was the seed sown which has developed into one of the greatest institutes for the benefit of the grocery business and a wonderful advancement in the education of successful retailing begun in 1900. Rooms were provided with samples of descriptive labels of the various products which clerks daily handle, such as tea, coffee, rice, spices, etc. By this means an improved knowledge of the trade was acquired, which showed the desire for a technical knowledge of the business. A year later a gentleman of Edinburgh left a bequest in the power of the Chamber of Commerce to institute a class in the Heriot Watts College for the instruction and information of those engaged in the grocery trade as assistants. The lecturers were to spread the knowledge of those commodities which grocers dealt in. Their origin, their production, the process through which they passed and all matters connected with them, which was of importance to the grocer's clerk, were to be included. In 1902 the ball was set rolling, and the fame of what was being done spread abroad. Lectures appeared in several papers connected with the grocery business. In 1903 the trade papers urged the necessity for a technical education in England for young men of the grocery, provision and kindred trades. It was however, only local and spasmodic. The idea had to be developed to a greater extent. But not until the grocery exhibition of 1903 held in London was the idea lifted to a national character, when it was mentioned in a lecture by a Mr. Rees who persisted energetically and has made a success of the movement.

The accompanying article by C. A. Elliott, was a paper read by him before a body of retailers in New York a short time ago. Mr. Elliott is a native of Western Ontario, and an experieneed groeer himself. For many years he was manager of the Coffee Department of the large J. B. Greenhut & Co. store in New York. He is a regular reader of Canadian Grocer and visits Ontario usually every year. His contention is that the man who contemplates going into the grocery business should have a technieal training similar to that whieh is neeessary in the Old Country. The artiele eontains some valuable suggestions for every retail association in Canada and every individual interested in the future welfare of the business.—The Editor.

Growth of the Movement.

This lecture was the real beginning of gaining the attention of the grocery trade in England and at a meeting of the International Association of Grocers' Assistants, the matter was taken up and resolutions adopted. The first lecture was given April 6, 1905. In 1906 and 1907 a special education committee was formed to encourage the technical education in the United Kingdom, and 18 different sections were opened up, so that to-day the institute bids fair to be a part of the world-wide movement for efficiency in the science and the art of food-purveying as practised by the trade.

In 1910 there were 66 candidates for examination.

In 1911 there were 198 candidates from 22 centres.

In 1912 there were 272 candidates from 44 centres.

In 1913 there were 445 candidates from 58 centres.

In 1914 there were 420 candida from 60 centres.

Local examinations are held in April; the National in June. Among the many interesting questions asked this year are a few I shall refer to.

First year paper:—

First.—(a) Which tea keeps its original flavor and quality the longest—Ceylons or Indias; (b) What sorts of teas are best suited for hard water; (c) What sorts of teas are best suited for soft water.

Second.—Take a coffee costing 85s. cwt. (raw) in bond. What will it cost per lb. after a roast yielding a return of 94 lbs. per cwt.

5. Enumerate all varieties of rice you know, and state the country where each is grown.

Second year paper:—

1. Write a short description of (a) Cocoa bean; (b) Cocoa essence.

2. Name the principal sugar producing countries.

3. What advantages have factory prepared jams and marmalade over homemade?

A grocer here would look at you and wonder what you were talking about to ask him such questions as the above. Is it any wonder that our well-known Philadelphia grocer, Mr. Martindale, said at a meeting of the Tea Association not long ago, "If any of us, myself included should go to England and start a store to sell groceries do you know what would happen? You have no idea. That man, whoever he is would have to pass an examination as to his knowledge of the grocery business, and one of the first things they would ask him would be: 'What do you know about tea?' and he would have to tell. I very much fear that most of us would fall by the wayside."

Whether Mr. Martindale was right or wrong he certainly impressed his hearers with the importance of the technical

training now being given the grocers and their assistants through the Institute of Certificated Grocers. The list of prominent men connected with this wonderful institution is a credit to the grocery trade of Great Britain.

Manufacturers Co-operate.

Prizes are given by all the leading manufacturers, wholesale and retail grocers from $25 to $5. Sir Wm. Lever said: "The Institute is doing a work that could not be performed by any other institution and is bound to raise the standard of grocery assistants, and the grocery business as a whole. The more efficient the assistants the more relief the employer will receive, and the more time and attention he will have to devote to the consideration of broad lines of policy, the extension of his business and the improved service of his customers.

Canadian and United States trade papers have printed much about this wonderful movement and suggested the same be adopted in America. But it seems all the power of printer's ink has been in vain, that the different associations connected with the grocery business have been too busy chasing the politicians away from the tax hive to bother about the welfare of the business of technical education. Many failures are laid at the door of ignorance—yes 95 per cent. What's the fellow that's got a $1,000 in his pocket going to do when he doesn't know any more than what he's learned in some back street grocery store? He's the fellow that stands a chance to loose that 1,000. Can you help him? Yes, you can. Your grocers may not want to see a rival; but isn't it better to see a co-worker get along, be one of the town's business hopes, and one that may assist you in keeping down your taxes. That fellow might build a library, or buy enough musical instruments for the town band in a year or two. Yes, show him a technical education in the grocery business and there will be no regrets.

Importers, jobbers and wholesalers, yes, traveling men, are all chuck full of technicalities in the grocery business. Wouldn't it be fine to rent a hall, invite all the grocers and grocery clerks to have an examination once a year for three years, and at the final examination offer prizes with a pass certificate that will prove of immense value to you, Mr. Grocer, and your clerk. Don't blame high prices for the cost of high living. Three hundred thousand grocers in the United States pay an average of $12.42 a week to clerks and it takes from 3 to 4 dollars a week for 3 years for you to train him—and to be sure he can't learn the grocery business in any one of our 596 universities or colleges or any one of 35 in N.Y. State. It is shown by statistics the average spent by a young man in the grocery business is 2½ years. He becomes discouraged—long hours, poor pay, and no future. What are you going to do about it? You will have to start a technical school like the farmer has done in his club movement in the west to further the improvement of the farmer, and to instil in the minds of the young, the advantages of a farm life. It's the same with the Grocer's Association or no Association—the future real grocer will be the professional grocer.

LONDON GROCERS SPLENDID PICNIC.

Ideal Weather and a Large Crowd — Many Varieties of Contests.

London, Ont., Sept. 8—(Special).—Ideal weather favored the London Retail Grocers' Association for the annual picnic at Springbank Park last Wednesday afternoon. It was perhaps the finest Wednesday afternoon of the whole summer season, and it was appreciated all the more, on account of so much wet weather. There were about five thousand persons in attendance and everyone enjoyed themselves to the limit. With the splendid program of sports put on, it could not be otherwise. Tilting the bucket and boxing blind-folded perhaps created the most amusement. Boxing in barrels, and Scotch and Irish dancing in costume, were very much enjoyed. The tug-of-war between the grocers from the north and south sides was fought out stubbornly and resulted in favor of the north. However, the south side grocers thought if they had one more chance they would show they were the better men, so S. F. Lawrason offered a special prize for a sudden death pull. It was also won by the north.

The baby show drew a large number of entries. There were prizes for the best baby boy under one year, for the best baby girl under one year, for the fattest baby boy and the fattest baby girl, also for the best looking mother. The judges were D. W. Clark, Toronto; Mrs. Carter, Washington, D.C., and Mrs. Brown. Mr. Clark certainly looked to be right at home with the mothers and the babies.

There were races for clerks, drivers, employers, travelers, grocers' wives; also wheelbarrow race, "cock fighting," and many other laughable features which the crowd enjoyed immensely. D. W. Clark, of Toronto, and Wm. C. Miller, provincial secretary of the Retail Merchants' Association, were welcome visitors, and gave the grocers a helping hand with the program. Many remained for the dances in the evening. The Tony Vitas Italian Band played for the Scotch and Irish dancing also for the dancing in the evening which was well patronized by old and young till eleven o'clock. Fred Brown, of Elliott-Marr Co., acted as starter, and Ed. J. Ryan looked after the announcing with the megaphone.

Mr. Ecclestone, of the Comfort Soap Co., was on hand to look after the Comfort Soap race. Mr. White, of the E. W. Gillett Co., was surrounded by the boys all wanting baseball caps. The committee that worked so hard to make the picnic a success were: President J. W. Eedy, Secretary Harry Harley, Thos. Shaw, Geo. Ecclestone, Geo. H. Ellis, Harry Ranahan, Adam Palmer, Alf. Carr, A. Bong, Harry Hooper, H. P. Rosser, J. T. May, E. J. Ryan and J. A. McFarlane.

A group photograph of the grocers and some of their wives was taken after the sports.

DUTY STAMPS ON PLUG TOBACCO

(Continued from page 16.)

The regulations also state that the retailer must keep the plug tobacco in the original cardboard boxes until it is all sold and then that these boxes be destroyed. This does not apply in any way to cut tobacco in packages. These packages can be taken out of their boxes and displayed in any way the retailer desires.

Stamps Placed by Wholesaler.

This retailer asks also if he could buy the plug tobacco by the pound and put it in a cardboard box with a stamp on it himself. We might say that this is not necessary, because if he ordered a pound or 2, 3, 5 or 10 pounds, it would come in a cardboard package anyway, as the regulations point out that it must.

It is clear, therefore, that all the retailer has to do is to see that the wholesaler or manufacturer from whom he buys the goods in quantities smaller than a caddy places the stamp on it called for by the regulations and quoted above.

FISH AT THE EXHIBITION

J. A. Paulhus, of the D. Hatton Co., Montreal, who was present at the Toronto Exhibition on fisheries day, speaks in felicitous terms of what he saw there. The Canadian Fisheries Association held a meeting while at the Exhibition. Mr. Paulhus was especially delighted with the fish cafe, where only fish is served, and where a meal could be secured for 25c. On one day over two thousand tickets were sold at the cafe. The suggestion was made by the Government, and the object was to popularize fish as a diet, and, judging from the attendance, there is no doubt that good will accrue, and the idea will be spread that fish food is really good food.

Oyster Season Opens Again

Always Ushered in by the First of September—Prices Not Likely to Rule Higher Than at Close of Last Season—Splendid Opening Turnover—The Oyster a Nourishing Food.

ALMOST before we knew it we were at the 1st of September, and that chronicles for the retailer the Opening of the Oyster Season.

It might be as well to say right here that there is a growing practice in Canada on the part of many retailers to handle oysters all the year round rather than in certain seasons, and this practice is rich in reward for men who know how to handle the trade properly. Nevertheless the general public is accustomed to considering the oyster season to open on Sept. 1, and certainly the demand for the bivavles is heavy from that time on.

The Oyster An Accepted Food

It is found from conversation with men who handle oysters along with their other business that, whether the grocer's trade is best suited to the Northern or Southern oysters, to the high quality or the low, there is in all grades a good margin of profit. The fact of the matter is that the public is growing more and more accustomed to oysters, and that the demand for them is growing at a sharp rate. At one time the oyster was supposed to be classed along with caviare and pâte de foie gras, with canvasbacked duck, and other such rich and rare food. The day when that view was taken has gone and the oyster is now an accepted food and is less and less of a luxury and beginning to be more and more of a necessity. This is not surprising in view of the fact that the oyster is highly nutritive, is easily prepared, and in these days of high-priced meat is certainly cheap—which is a consideration for the average man in war times. Then again, there are many things which can be done with the oyster—that is, there are so many ways in which an oyster can be prepared and as many delicacies can be made from it, it is a wise and handy addenda to suppers, receptions and the like sort of evening entertainment, which usually takes place in winter and not in summer.

Prices Rule About the Same

With regard to prospects for prices and for market conditions so far as regards the oyster this year, reports are that prices have not advanced any, but opened last week at exactly the same points where they left off a few months ago—that is, the end of last season.

It will be remembered the outbreak of war occasioned no advance in the price of oysters, and it had not been found necessary to alter opening prices, at any rate in the way of advancing them, until last spring. It will be remembered by readers who follow Canadian Grocer market reports closely that when the Hon. Mr. White brought out his Budget last February, ad valorem duties necessitated an advance in the price of oysters of 10c. Further than this, however, there is nothing new in the way of advanced prices, and this advance of 10c which we noted at the time was before the end of the season, so that prices open where they stopped last season.

Supply Will Be Adequate

With regard to the supply, this is said to be as good or better than ever. The sizes are much better than last year. There is no surplus at all; last year's shortage somewhat upset the prices for this year inasmuch as it came in on this year's supply. This, however, was not a serious matter and there will be fairly good supplies and a fairly good variation so far as size goes.

In corroboration of what has been said with regard to the growing demand for oysters, it is interesting to observe that the demand was considerably larger than the supply that came in for the opening. Buyers were right there with their orders and these orders aggregated more than dealers could conveniently fill with the shipment they had in. Of course it may be taken into consideration that the Canadian National Exhibition had something to do with this, in as much as it was holiday time and oysters are, as observed just now, an entertainment delicacy as a food, but nevertheless it was a happy augury for the season and dealers talk as though they are going to have a really successful season.

It may be argued that in a way the warm weather would act against a heavy sale of oysters. In regard to this, dealers say they will be very glad to have a couple of weeks of warm weather, as it will do them good from a quality point of view.

Grocers will do well to consider—if they have not done so before this—the stocking of oysters as a line to sell. In view of the high prices of some of the meat stuff and foodstuffs, oysters are exceptionally cheap and should therefore be a good buy.

In fact, there are lots of reasons why it will pay the retailer to handle them. Think it over.

FAIR CROPS IN PRINCE EDWARD ISLAND

Writing from Charlottetown, P.E.I., a Canadian Grocer correspondent says:

"Owing to the continued cold and wet weather of the early summer, crops in Prince Edward Island are from two to three weeks later than usual.

"Haying is just finished, and a fairly heavy crop has been saved, but on account of the weather some of it has been a little damaged. Grain crops, although late, are on the whole a fair average, and with continued fine weather will return a good yield. The potato crop in some parts had to be replanted on account of the abundance of rain. However, the present indications are there will be a fair crop. Other root crops are looking excellent.

"Owing to the depression of the black fox industry which is said to be caused by the European war there are many thousands of dollars tied up, the circulation of which would be a great help to general business at present."

STIPULATED HOURS FOR DELIVERY

The general and grocery stores of Camrose, Alta., have agreed upon a schedule of delivery hours commencing on September 1st. Two deliveries will be made to all parts of the town twice daily and once on Saturday evenings or evenings before a holiday. The schedule is as follows: Orders taken up to 8.30 a.m. will be delivered north of Alberta Avenue, leaving the stores at 9 o'clock, while orders south of Alberta Avenue will be taken up to 10 o'clock, wagons to leave stores at 10.30. In the afternoon the same system will be followed, orders for the north part of town requiring to be in at 2 o'clock and for the south part at 4 o'clock. When evening deliveries are made orders must be in at 7.30 o'clock and orders sent in too late for stated hours will go out on next deliveries.

Charles M. Knox, vice-president of the Charles B. Knox Co., gelatine manufacturers, Johnston, N.Y., passed away recently.

THE CLERKS' PAGE

The Difference in Clerks

By a Traveling Salesman

THE reason that some clerks are receiving much higher wages than others is most plainly demonstrated to me in visits to various grocery stores. All kinds and classes of clerks are encountered from those who put forth absolutely no effort in the way of making sales to those possessing the highest degree of knowledge in the game of retail salesmanship. Those who really try to improve their selling power in most cases make good advancement. I have had many practical examples of it.

The main essential of a good grocery clerk is knowledge of the goods handled backed by genuine selling enthusiasm. If the clerk is properly acquainted with the goods he is selling, he will be able to talk intelligently about them. If he is enthusiastic he will make good use of his selling arguments.

How Knowledge of Goods Helps.

That a knowledge of the goods is of value in selling has been shown many times. In a store the other day a clerk after taking an order introduced tapioca to his customer. He pointed out its qualities, emphasizing the fact that it was nutritious and easily digested. The customer ordered a quantity. Then he gave it a further boost by information that was interesting to me and must have been to the customer. He pointed out that tapioca was made from the roots of a plant which grows to a height of 4 to 8 feet; that the root resembled our sweet potato only it was much larger. He mentioned Brazil as one of the countries of production. The customer must have been impressed with his knowledge of the business and would no doubt like to have such an intelligent clerk serve her on other occasions.

During the summer while in a store a customer seeing some limes inquired what they were. The clerk explained them and how the juice when used with sugar could be made into a cooling drink. He also informed the customer that the juice of the lime was well known for its medicinal qualities, being an excellent blood purifier. He described them so well that the customer purchased a quantity to try.

The Clerk That Couldn't Sell.

Watching clerks in their salesmanship efforts brings out most clearly the good and bad points in their endeavors. Not long ago I came across an example of the poor clerk who certainly makes no study whatever of selling goods. A customer asked for some rolled oats in bulk. The clerk in a lazy manner began the operation of filling them up, meanwhile chatting away to another clerk about the good time he had had the night before. He proceeded as if he had all day, while the customer patiently waited. At last he finished.

"Is that all you want?" he yawned.

"How much sugar do you give for a dollar?" inquired the customer.

"Fourteen," he answered.

"That is rather dear."

"Yes," he meekly replied, "Don't you want none?"

"No, not to-day. What kind of tea have you?"

"Thirty and thirty-five," answered the clerk. Picking up the nearest kind he continued: "this kind is only 25 cents. That's cheap for tea."

"Is it good?" inquired the customer.

It appeared as if the clerk thought it made no difference whether it was good or not as long as it was cheap. The customer however took the best, and departed without the clerk as much as inquiring if she wished anything more.

All clerks, it is a pleasure to say, are not such poor salesmen as this one. I had another example the other day that was a decided contrast. From the first the clerk impressed me with the fact that he knew what he was talking about.

Salesmanship Ability Shown.

When the customer entered he greeted her with a cheery, "Good morning." She approached the counter where there was a nice display of toilet soap that the clerk had just arranged. "I have never seen that kind before," said the customer picking up a cake and examining it. "That is the first of that kind in town. It is made by an —— firm and they are just introducing their goods into Canada." Then he launched into a description of its qualities.

"I shall try a box of it," replied the customer.

"I want a sack of pastry flour," was the next order.

"A 25 pound sack, I suppose?" responded the clerk who had already won the customer's confidence. "I shall give you —— brand—I think you will like it. What next now?"

"How many pounds of sugar do you give for a dollar?"

"Fourteen of the best granulated."

"My goodness, it is dear."

"Yes, it is quite high," said the clerk. "It has gone up more than 2 cents per pound since the war broke out you know."

"Well, I suppose I will have to have it. Give me a dollar's worth. What is your lard worth?"

"We have it at 14 and 16 cents. I would advise you to take the better though. What else now?"

Sold Additional Lines.

"I was just thinking if there was anything I had forgotten."

The clerk named over a number of lines to which the customer answered: "No, I guess that is all."

"What about salmon, Mrs. Campbell? It is handy to have. A meal can be prepared quickly with it."

"What is the price?"

"Here is a good solid one at 25 cents. We have others cheaper but I would recommend this one."

She took a can of best quality. He also succeeded in selling a dozen of oranges and as she departed, he said, "Now if there is anything else you think of, just let the delivery man know when he takes the goods up."

The value of a clerk is gauged by his ability and methods put forth in selling goods.

J. F. Royer, manager of the grocery department of J. B. Renaud & Co., Quebec, P.Q., and Mrs. Royer, celebrated their crystal wedding recently by entertaining a party of friends to a supper and dance at the Kent House, Montmorency Falls. The party, numbering some twenty-five, went down to the Falls by special car.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces

M. J. Smith, general merchant, Lake Megantic, passed away recently.

The Empire Co-operative Association of Montreal was scheduled to have a bailiff's sale on Sept. 9.

Considerable damage was done by a fire last week at the store of M. Ouellette, 2065 St. Catherine street east, Montreal.

James MacArthur, a grocer in New Glasgow, N.S., has enlisted for oversea service. The Canadian grocery trade is certainly well represented at the front.

Richard Harrison, 2431 Clarke street, Montreal, died suddenly last week. His business has been taken over by F. Thompson, who was formerly employed by William Galbraith, wholesale grocer, Montreal.

Ontario

Wm. Johnston, grocer, Sarnia, Ont., has sold to Thos. Wright.

Wm. Watts, a grocer in Tillsonburg, Ont., for many years, died recently.

D. Campbell, grocer, Wallaceburg, Ont., sustained a fire loss recently, caused by an explosion.

W. J. Mellen, grocer, Brantford, Ont., was in Toronto during the week attending the Canadian National Exhibition.

J. Bailey, buyer for Goodwins, Limited, Montreal, was a visitor at the Canadian National Exhibition, Toronto, during the week.

W. H. Dunn, manufacturers' representative, Montreal, was a visitor at the Toronto office of The Canadian Grocer during the week.

S. Wilhelm of Hespeler, Ont., formerly of the office staff of the Hespeler Furniture Co., has tendered his resignation, having purchased a grocery business in Galt.

Pte. Norman Cliff of the Toronto Salt Works, is home from the front on leave of absence, having sustained wounds in the famous orchard fight at Festubert. He has three months' holiday.

C. T. Athawes, who has been employed in the office of the Dominion Canners, Ltd., Hamilton, Ont., has joined the colors. On leaving he was presented with a sterling silver military wrist watch.

The Simcoe street north grocery store, Oshawa, Ont., which had been run by Miss Conlin for the past three years, has changed hands, she having sold the goodwill and contents to J. Gilmour & Co., late of North Bay.

Harry Smith, Windsor, Ont., has disposed of his grocery at the corner of Wyandotte and Dougall to the Adams grocery, under the management of Stanley Adams, who, for nine years, was on the engineering staff of the street railway at the power house there.

Fire broke out in the storehouse of Jas. Owen's grocery, Bowmanville, Ont., recently. Although the fire was put out before it made much headway, the damage was great by smoke, water and chemicals to the stock. The loss has not been adjusted yet. T. H. Knight, owner of the building, had a narrow escape from suffocation in his sleeping room in the rear.

The grocery business of C. E. Sutherland, corner Talbot and Queen streets, St. Thomas, Ont., has been purchased by Harold Ead, who has been connected with Findlay and Nicholas, Port Stanley. Mr. Ead returned this spring from the West, where he conducted a grocery business. His new business was formerly conducted by his father, C. R. Ead, now of Lambeth.

Western Canada

John Sutton, grocer, Winnipeg, is succeeded by F. A. Sutton.

H. Sherman, grocer, Winnipeg, is adding a meat department.

Lauder & Lauder, general merchants, have succeeded M. Berchansky, Camper, Man.

Dowler Bros., grocers and confectioners, Winnipeg, have been succeeded by Campbell & Wilkinson.

B. M. Hart, general merchant, Woodnorth, Man., has joined the colors. He has disposed of his business there.

Thos. Wright has opened a grocery business in Sarnia, Ont., in the store recently occupied by the late Wm. Johnston.

G. J. McArthur, of Saskatoon, Sask., has been appointed manager in Daysland, Alta., for the Quaker Oats Company.

J. M. Brayley, organizer for the northern part of Saskatchewan for the Retail Merchants' Association, has returned from Manitoba, where he has been cooperating with the Retail Merchants' Association in their organization work.

In a recent automobile parade in Edmonton, Alta., the decorated motor truck of the A. MacDonald Co., wholesale grocers, was given first prize.

C. O. Moen has sold his general mercantile business at Darmody, near Eyebrow, Sask., to Dillon Bros., of Mawer. Mr. Moen will reside in Eyebrow.

Harry Judge, buyer for the MacDonald-Cooper, Limited, wholesale grocers, Edmonton, Alta., has enlisted with the 66th Battalion, and is now stationed at Calgary, Sarcee Camp. He has been with this firm ever since it was organized, having worked with Mr. Cooper when he was managing the A. MacDonald Company's business here.

HOLD A FLOWER DAY

Desrochers & Deragon, grocers and butchers, 1095 Bernard Street West, Montreal, held a flower day at their new store recently. The attention of the public was specially called to the fact that a good computing scale was used in the store, and that they guaranteed correct weight. In a circular to the public, they drew attention to the fact that 42½c out of every dollar earned by the average family is spent on eatables, and that it was important to get the right weight. A large special automatic weighing scale was provided during the day for weighing customers. They also gave free flowers to every feminine customer.

PEANUT PUSH CARTS TO BE ELIMINATED

It is likely that there will be no more peanut push carts on the streets of St. Thomas, Ont., henceforth. This was the ruling of No. 4 committee of council last week. Two local peanut and fruit vendors applied for licenses to push horseless carts about the city streets, but members of the committee could not see their way clear to grant them their request in face of the opposition of merchants. The applications of the Armenians brought about an interesting discussion of the legal knowledge of members of the police force.

Chairman Brinkman believed that the police were utterly ignorant of by-laws, which they should know off "by heart." A resolution was passed providing for the issuance of a copy of all the by-laws to the police.



THE same methods which have helped to make Ivory Soap the leading brand in the States are being pursued here. The thousands of Canadian grocers who already enjoy a healthy demand for Ivory Soap can imagine the splendid results to follow.

First, the making of Ivory Soap at Hamilton, Canada, makes possible a continuance of the reduced wholesale price, thus enabling Canadian grocers to sell Ivory Soap on the same attractive price basis as stores in the States.

Other Procter & Gamble products made in Hamilton, Canada, include P. AND G. — The White Naphtha Soap, Gold Soap, Sopade, Pearline and Crisco.



Second, Ivory Soap is being advertised in the Canadian magazines and newspapers. People in all parts of the Dominion are seeing this advertising and grocers everywhere should feel its effect.

Considering the present demand for Ivory Soap and the improved manufacturing and selling facilities outlined above, it should not be necessary to urge any Canadian grocer to stock Ivory Soap.

The Procter & Gamble Distributing Co.
OF CANADA, LTD.
HAMILTON, CANADA

Send for Ivory Soap advertising matter for your local use.

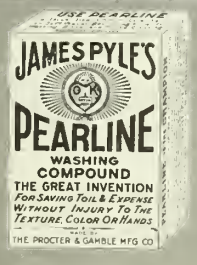


The three miniature reproductions of advertisements to the right are from the Ivory Soap series now appearing in Canadian newspapers.













Sugar Down Ten Cents

New Arrangement Now in Effect Between Refiners and Wholesalers — Advance in Cost of Making Jelly Powders—Very Firm Market on Currants—Raisins Being Cleaned Up—Common Teas Up in London—Fine Grades Firm and High.

Office of Publication, Toronto, Sept. 9th, 1915.

ON Monday of this week the prices of sugar in Canada dropped 10c. This is an outcome of an arrangement made by the manufacturers with the jobbers by which the retail trade gets sugar at 10c less than heretofore. Of course a drop of 10c per cwt. will only mean a fractional difference when it comes down to selling a few pounds over the counter. The public may therefore pay a little less for their sugar—but they won't pay much less at that. This arrangement has been pending for some time now and CANADIAN GROCER pointed out last week that very shortly it would be in effect.

With regard to what we were saying recently about the dried fruit situation there is no easiness in sight; in fact indications are that things will go the other way. It is stated this week that old crop seedless raisins have been all pretty well cleaned up and that the new crop is being bought up rapidly. In addition to this, new crop seeded raisins are scarce too, and a higher market looks more or less inevitable. Apricots at this writing are still firmer than before. Currants are way up and there is no reason in sight just now why they should come down again. Prunes, too, are firm, and in fact the whole of the range of dried fruits is practically included in this rising market.

Curiously enough, this week the news from the London auction with regard to tea is that there has been an advance of a half-penny in the price of common grades. This succeeds several weeks' declines and is the exception rather than the rule. It appears, however, to be only a flash in the pan so far as common teas are concerned. With regard to high-grade teas, as we have persistently pointed out for the last several weeks, these are high and firm and are likely to be firmer and higher still. There is no reason in sight at the present moment why high-grade teas and even medium-grade teas should drop. The latest cable received this week from London indicates that the market is very strong on both medium and high-grade. By the way, it is interesting to note that according to one concern in Canada such teas are being sold actually below cost. We are informed by this concern that at present they are selling their teas at a lower price than it costs for them to get them over, including freights and war risks and taxes and getting them out to the trade.

Beans are very difficult to get hold of just now. There is a marked scarcity. One concern tells us that they only know of one car at present to be had. The over-abundance of rain is almost sure to have a serious effect on the ripening bean crop.

After a firm market for several weeks, live lobster has definitely now advanced and we quote the price of 50c on them. This contrasts oddly with the price of 38c which obtained six weeks or two months ago. The reason has been that there has been a marked scarcity of supplies and consonant to this a much greater demand all at once. The scarcity of lake fish still obtains and at the present there is no sign of anything different. The oyster season opened this week and there was a gratifying demand, so much so that first shipments were not enough to satisfy the call from the trade. Oysters are getting to be now so much a general article and regarded as a necessity rather than a luxury that it is not surprising to find this state of affairs existing this year.

Flour has taken another drop, Manitobas generally bring 50c per barrel under last week's prices. This is, of course, due to the falling wheat market.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Rolled oats dull and easy.
- Drop of 50c bbl. in Manitobas.
- Ontario drops 20c per bbl.
- Feeds still very firm.

PRODUCE AND PROVISIONS—
- Big demand for live fowl.
- Honey still quoted too high.
- Advance of 1c in new laids.
- Cheese and butter strong.
- Drop in compound lard.

FRUITS AND VEGETABLES—
- Drop in price of plums.
- Blueberries down to $1.50 basket.
- Blue grapes arrive on market.
- California grapes down to $2.
- Tomatoes up slightly.
- Evergreen corn on market.

FISH AND OYSTERS—
- Malapeque oysters arrive.
- Southern bulk oysters marketed.
- Good demand for Manitoba fish.
- Halibut and salmon not plentiful.
- Pickled lines tempting, but slow.

GENERAL GROCERIES—
- Decline of 10c per bag in sugar.
- Advance in cost of jelly powders.
- Currants advance in first market.
- Walnut crop reported poor.
- New peas more plentiful.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Manitoba flour drops 50c.
- Winter wheat flour down.
- Most feeds lower.
- Feed flour declines.

FISH AND OYSTERS—
- Opening of oyster season.
- Scarcity of lobster.
- Higher prices this week.
- Short supplies of lake fish.

PRODUCE AND PROVISIONS—
- Lard a trifle easier.
- Butter unchanged.
- Cheese slightly higher.
- No change in eggs.

FRUIT AND VEGETABLES—
- Spanish onions up.
- Pears little higher.
- Cantaloupes lower.
- Potatoes suffering rot.
- Apples trifle higher.

GENERAL GROCERIES—
- Common teas higher.
- High grades firm.
- Sugar down 10c.
- Beans hard to get.
- All fruits firm.

QUEBEC MARKETS.

Montreal, Sept. 9.—The most important changes this week, as far as the retailer is concerned, are declines in both sugar and flour. Manitobas, as was expected, declined another half dollar per bbl., the price now being somewhere near what it was when war broke out. Ontarios, which have not been arriving too freely, and are reported smutty, have not declined in the same proportion. Early this week the total decline only

amounted to 20c per bbl., as compared with $1.25 on Manitobas. Dealers in Ontario state that they are receiving full prices for their supply of old crop flour.

The decline in sugar was not a result of weakness in the raw market, but came about through a desire on the part of the cane sugar refiners to stimulate a demand. This has been expected right along by the retailers, who had been advised not to buy in large quantities until the change had taken place. It is expected that business will be stimulated as a result of the decline.

It has been hinted in several quarters lately that an advance was probable in the price of extracts, as the price of ingredients had advanced heavily. One of the chief constituents, alcohol, is said to be costing $35 a barrel more. However, the only advances up to the present seem to be in jelly powders, which come under that heading.

SUGAR.—Quotations were dropped 10c per bag this week on granulated and yellows. Sundries were revised downwards, and nearly every line was affected, with the exception of one or two lines like cartons and half-cartons, which rarely change. This decline is not due to any change in the raw market, or to a falling off in demand; it is the result of a new agreement between the cane sugar refiners and the wholesale trade. The commission allowed to the wholesaler is reduced by the above amount. The object is to stimulate business. There was a certain amount of objection from certain members of the trade, but the proposition was made on the understanding that the wholesale trade were unanimous in accepting it. Up to the present the local demand for sugar has been quiet, as the trade have been advising the retailers not to buy until the change came into effect. In view of this, it is expected that the demand from now on will be better. There is no change in the raw sugar market.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 55
20 lb. bags	6 65
2 and 5-lb. cartons	6 85
Yellow Sugars—	
No. 3	6 40
No. 1	6 15
Extra Ground Sugars—	
Barrels	6 90
50 lb. boxes	7 10
25 lb. boxes	7 30
Powdered Sugars—	
Barrels	6 70
50 lb. boxes	6 90
25 lb. boxes	7 10
Paris Lumps—	
100 lb. boxes	7 15
50 lb. boxes	7 25
25 lb. boxes	7 45
Crystal Diamonds—	
Barrels	7 15
100 lb. boxes	7 25
50 lb. boxes	7 35
25 lb. boxes	7 55
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEA.—There does not appear to have been any change in the situation as far as Montreal is concerned. This week saw a vast improvement in the retail trade, which will no doubt have its effect on the wholesale trade, as buying for some months has been more or less hand-to-mouth. While cheap tea firmed up slightly in London this week, this is probably only temporary. Fine teas, of course, continue firm.

DRIED FRUITS.—A letter from Greece to a local importer states that the crop of currants there is smaller than was expected, and the price has jumped 4s. per cwt., equal to 1c per lb. Several shippers have withdrawn their quotations. There are no Smyrna Sultanas offering in the primary market, and dealers are substituting Californias, which are being bleached like those from Smyrna, and are a fairly good raisin.

EVAPORATED FRUITS.		Per lb.
Apples, choice winter, 25-lb. boxes	....	0 09
Apples, choice winter, 50-lb. boxes	....	0 08½
Apricots	0 15½	0 17½
Nectarines, choice	....	0 14½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13¼
DRIED FRUITS.		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 09
Dates—		
Dromedary, package stock, per pkg...	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3-crown, lb.	....	0 09
Sultana, loose	....	0 12
Sultanas, 1-lb. packages	....	0 13
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 12 oz.	....	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Reports have been received here from abroad that the new crop of walnuts is a poorer one than last season. Dealers here advise retailers to buy at to-day's quotations, as prices are bound to go higher. In the primary market an advance of a cent has taken place in shelled walnuts. Quotations on new pecans are not yet announced. There is no change in almonds.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb....	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 12	0 13
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanisb	....	0 08½

MOLASSES.—A prominent grower from Barbadoes visited Montreal this week, and reports that the crop is looking well, but, of course, anything is likely to happen between now and harvesting. There is little choice available on the Island, and practically no fancy. The market here continues firm. Those who have stocks are securing big prices, and could secure higher figures if they desired. Dealers state that it would not surprise them to see another advance before long. The trade here is expected to buy choice later on, but not until stocks of fancy are exhausted.

	Price for Island of Montreal. Fancy.	Choice.
Barbadoes Molasses—		
Puncheons	0 55	0 46
Barrels	0 58	0 49
Half barrels	0 60	0 51

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels, to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls....	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—There is a good deal of excitement in the market on account of the enormous advances made in sage and similar lines. Taken all around, as far as the grocer is concerned, the market remains about the same as a week ago. While peppers are a little easier in London than a year ago, yet when the extra war tax of 7½ per cent. is considered as well as higher freights, warehouse charges, insurance risks, etc., prices here remain firm.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—Importers declare that it is impossible to get a single bag of Patna rice in London; there are some Siams, but the price is far too high for this market. Stocks of imported rice in Montreal are getting very small. Big sales of Canadian-ground rice have been made this week for future delivery at advanced quotations. The feeling is stronger that prices here will advance sooner or later.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	Per cwt.
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 60
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—There is a marked improvement in the demand for coffees.

Good coffees are dear, especially Javas and Mochas.

Coffee—		
Standard Old Govt. Java	0 36	0 38
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	....	0 30
Bucramanga	0 30	0 32
Mexican	0 30	0 32
Maricaibo	0 26	0 28
Jamaica	0 24	0 26
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	....	0 14

DRIED VEGETABLES.—The high prices which have prevailed for the last few weeks continue, and are likely to until the new crop arrives. Peas are beginning to arrive more plentifully, but not sufficient to bring the market down.

Beans—		
Canadian, 3-lb. pickers, per busbel	3 45	3 75
Yellow eyes, per busbel	....	4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per busbel	....	3 25
Peas, split, bag, 98 lbs.	....	5 60
Barley, pot, per bag	3 00	3 30
Barley, pearl, lb.	0 05	0 06

ONTARIO MARKETS

Toronto, Sept. 9.—As pointed out in our detailed report of the fish market, this is the first week of the oyster season and there has been a splendid opening demand. This is a trade worth pushing for all the retailer is worth, because prices are not heavy and there is a good margin of profit, as well as lots of reasons why the public should buy more and more oysters. Sizes and prices this year are alike good from the grocer's point of view. Lobster is now up to 50 cents, and they are very scarce. There is quite a demand—possibly Exhibition may have something to do with this—and supplies are none too plentiful. Lake fish are still scarce.

We are coming to the end of the fruit season, which, by the way, has been a remarkably good one, all things considered. From now on it will steady down to the usual quiet trade. Orders have been large and numerous and fruit for the most part has been plentiful and moderate in price.

The most important point this week about the markets is the drop of ten cents in sugar, which has resulted from the new selling arrangements between refiners and wholesalers. It is not likely this latter will make much change in supply and demand because sugar is a staple. The decline is not at all due to primary market conditions.

Beans are scarce this week and we are told by one house that they only know of one car. Price is now $3.35 or $3.40, which is an advance upon recent quotations.

Teas have begun their vagaries again. After a consistent dropping market in common grades, there is reported from London an advance in Tuesday's auction of a halfpenny. Note that this is in common teas, which have been—apparently—on the toboggan for some weeks. It is suggested by some authorities that this drop is only a flash in the pan and is not in any way permanent. It looks that way. Medium and fine grades are all firm.

Trade generally is keeping up fairly well and it is interesting to look back and contrast the state of business six month ago with to-day's. Business is undoubtedly on a firmer footing and the way in which it has picked up is cause for gratification and congratulation. It has been done by hard work, cheerful optimism and wise and shrewd buying and selling. Orders are assuming in some sort their pre-wartime size and are coming in regularly. The situation is no cause for anything but hope. Winter does not look as fearsome now as it did some time ago.

SUGAR.—The new selling arrangement which we remarked on last month and last week came into effect the first of the week. It makes prices to retailers ten cents lower all along the line, and will shorten the jobbers' profit somewhat, it is said. We have altered our quotations to the basis of $6.61 accordingly. There is little change in market conditions here. Buying is average. Demand is usual and fair, but nothing to shout about. So far as the primary situation is concerned, it appeared to be felt in New York that prices are along the high road rather than the low or moderate and that they might possibly come down. Demand has eased up some and one authority submits that any pressure to sell would force prices down.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 61
20 lb. bags	6 71
10 lb. bags	6 76
2 and 5-lb. cartons	6 90
Nova Scotia refined, 100-lb. bags	6 51
New Brunswick refined, 100-lb. bags	6 61
Extra Ground Sugars—	
Barrels	7 01
50 lb. boxes	7 19
25 lb. boxes	7 31
Powdered Sugars—	
Barrels	6 81
25 lb. boxes	7 21
Crystal Diamonds—	
Barrels	7 26
100 lb. boxes	7 36
50 lb. boxes	7 46
Cartons (20 to case)	8 01
Cartons (50 to case)	8 51
Crystal Dominoes, cartons	8 01
Paris Lumps—	
100 lb. boxes	7 36
50 lb. boxes	7 46
25 lb. boxes	7 66
Yellow Sugars—	
No. 1	6 21

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—The market in London is up a halfpenny on Ceylons and Indians, that is, on common grades. Mediums and fine teas remain very firm but are not actually higher. This is reversal of the order of the last little while during which common teas went down. However, it is said by one or two that they will prove resilient and go back to the downward trend again. It may be that the recent heavy shipments for Russian buying of teas from Colombo to Vladivostock has acted as a bull factor. It is submitted, too, that there is a possibility of an increase in the tax in London to one shilling and that there is some stocking-up going on there on such account. One house, by the by, tell us they are now shipping fine teas below cost, taking in freights, risks and everything.

DRIED FRUITS.—New crop seedless raisins are being rapidly bought up on a big and increasing demand. It looks as though we shall see higher prices on this line. Old crop stuff in seedless is practically cleaned up. Old crop seeded, too, is very scarce. Currants both on spot and in primary markets have a very firm undertone and heavy buying is going on. The market for futures in prunes is stronger again, though spot stuff finds small interest. Apricots are firmer, though the European demand is said to have let up now. Europe being anxious for prunes rather than for apricots. Nevertheless levels are maintained and a good demand is felt. Business is not heavy in spot stuff. It is beginning to come again, though, as the summer passes. Buying for futures is fairly heavy in most lines. Peels are quiet again and evaporated apples find little interest.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 09½	0 10½
Amalas, choicest, per lb.	0 10	0 10½
Patras, per lb.	0 10½	0 11½
Vostizzas, choice	0 12	0 13
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 06½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07¼
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets	....	0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¾
Seeded, choice, 12 oz.	....	0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets	....	0 10

NUTS.—Crop reports on almonds indicate that it looks like a smaller crop than was at first anticipated and this has tended to firming the market up some. The latest figures, though, show a slightly larger crop than in most recent years, so that if even it doesn't come up to expectations of a few weeks ago, this is because such expectations were too high, rather than that the crop is poor. Walnuts and filberts find some business though buying is hand-to-mouth and will be for some time yet.

	Per	lb.
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, wasbed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, band-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble	....	0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

SUICES.—There is little change in

the situation except that ginger and sage are both very firm, as the result of a good demand and moderate supplies. The rest of the list shows little alteration. Peppers have eased up some in London, but it should be remembered that Canada has a 7½ per cent. war tax to pay as well as higher freights, higher warehouse charges, insurance, etc. Our prices cannot, therefore, slacken up with these conditions existing.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	——	—0 15
Cassia, whole	——	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	——	0 27—0 35
Cloves, whole	——	0 28—8 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	——	0 25—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	——	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	——	—0 50
Pastry spice	——	0 22—0 25
Peppers, black, ground	0 14—0 18	0 18—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	——	0 35—0 37
Pickling spice	——	0 16—0 20
Turmeric	——	0 18—0 20

RICE.—Local situation shows no appreciable difference. Buying is steady and average, but nothing startling. In New York the trade is buying just enough both old and new crop for needs —little else; there has been a fair demand, only, for the new crop. The recent Texan storm is said to have done comparatively little damage to the crop.

Rice—		
Rangoon "B," per cwt.	——	4 00
Rangoon, per cwt.	4 00	4 00
Rangoon, fancy, per cwt.	——	5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.	——	0 05½

MANITOBA MARKETS

Winnipeg, Sept. 8.—A week of fine weather has greatly advanced harvesting operations and threshing in Southern Manitoba is being pursued with vigor. Receipts of new grain coming into the city are already quite heavy and from now on will increase rapidly.

The price situation is causing much anxiety and the decline still continues. Exporters, however, do not seem to be afraid of much greater declines as they have been active buyers of futures and claim to have worked some cargoes already at fair profits. The Dardanelles and the possibility of Russia's big surplus being thrown on to the world's markets hangs like a stone on the neck of any of those who might be inclined to bull wheat.

There is little to tell of in the way of price changes this week. All lines are steady except flour and rolled oats which are still on the decline. A drop of 50 cents per barrel on flour went into effect on Monday, September 6, and a further decline at the beginning of this week.

SUGARS.—Sugars are steady with a firm undertone. There is a good demand from the country for this commodity and city trade has shown some improvement with preserving fruits plentiful and cheap.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 15
Extra ground or icing, boxes	8 00
Extra ground or icing, bbls.	7 80
Powdered, boxes	7 80
Powdered, bbls.	7 60
Hard lump (100-lb. cases)	8 10
Montreal, yellow, bags	6 75
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 10
Halves, 50 lbs., per cwt.	7 25
Bales, 20 lbs., per cwt.	8 00
Powdered, 50s	7 55
Powdered, 25s	7 90
Icing, barrels	7 85
Icing, 50s	8 10
Icing, 25s	9 05
Cut loaf, barrels	7 95
Cut loaf, 50s	8 20
Cut loaf, 25s	8 45
Sugar, British Columbia—	
Extra standard granulated	7 10
Bar sugar, bbls.	7 25
Bar sugar, boxes	7 50
Icing sugar, bbls.	7 45
Icing sugar, boxes	7 10
H. P. lumps, 100-lb. cases	7 95
H. P. lumps, 25-lb. boxes	8 20
Yellow, in bags	8 70
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ¼ doz.	3 03
B. C. Cane Syrups—	
2-lb tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 30
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34

Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ¼ gal., quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

DRIED FRUITS.—Valencia raisins are practically off the market and no quotations can be given on them at present. New crop lines are coming and said to be satisfactory as to quality. As usual at this season, the dried fruits are a little dull.

Apples, evaporated, new, 50's	——	0 08½
Apricots, choice, 25's	——	0 12
Apricots, choice, 10's	——	0 12½
Currants—		
Dry clean	——	0 07¾
Washed	——	0 08¼
1 lb. package	——	0 08⅞
2 lb. package	——	0 17⅝
Vostizzas, bulk	——	0 11
Dates—		
Hallowee, loose, per lb.	——	0 09
Hallowee, 1 lb. pkgs.	——	0 07¾
Fard dates, 12-lb. boxes	——	1 25
Peaches—		
Standard, 25-lb. boxes	——	0 06½
Choice, 25-lb. boxes	——	0 07¼
Choice, 10-lb. boxes	——	0 07⅜
Raisins, Muscatels—		
3 crown, loose, 25's	——	0 09¼
3 crown, loose, 50's	——	0 09
Raisins, Sultanas—		
Corinthian Giants	——	0 13¼
Superfine	——	0 12½
Finest	——	0 10⅞
Fine	——	0 10¼
Prunes, in 25-lb. boxes—		
90 to 100	——	0 09¼
80 to 90	——	0 09½
70 to 80	——	0 10
60 to 70	——	0 10½
50 to 60	——	0 11
40 to 50	——	0 11½
Table Layer Figs—		
7-crown, 3-lb. boxes, per lb.	——	0 15½
5-crown, 10-lb. boxes, per lb.	——	0 15
5-crown, 10-lb. boxes, per lb.	——	0 13¾
4-crown, 10-lb. boxes, per lb.	——	0 13
3-crown, 10-lb. boxes, per lb.	——	0 12⅜
Glove boxes, per doz.	——	1 00
Cooking figs, tans, about 5 lbs., lb.	——	0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—

Rice and Tapioca—		
No. 1 Japan, per lb.	——	0 06
No. 2 Japan, per lb.	——	0 04½
Sia, per lb.	——	0 03¾
Patna, per lb.	——	0 07½
Carolina, per lb.	——	0 08½
Sago, pearl, lb.	——	0 06½
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES.—

Beans—		
California, hand-picked, per bushel	——	4 30
Three-lb. pickers	——	3 65
California Lima Beans—		
Bag lots	——	0 07½
Less than bag lots	——	0 08½
Barley—		
Pot, per sack, 96 lbs.	——	3 30
Pearl, per sack, 98 lbs.	——	4 30
Peas—		
Split peas, sack, 98 lbs.	——	6 00
Sack, 40's	——	3 02
Whole peas, bushel	——	2 90

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, Sept. 9.—A 20c per bag drop in flour had somewhat demoralized the market, and retailers are deferring buying in expectation of a further cut. Best patents are now $6.30 per barrel.

The first shipment of Australian oranges and lemons which has ever been sent to Vancouver arrived last week on the S.S. Makura. This fruit was grown in the experimental orchards of the New South Wales Government. There are 125 cases of lemons and about 80 cases of oranges. Not only is the fruit large in size, but it has an excellent color and aroma. Also it is free from scale or insect pest. Canadian apples, it is claimed, can be sent as a reciprocal exchange. The wholesale price of these new oranges is $4.75 per box.

Owing to the war, practically no Mediterranean raisins or figs will be found in the B. C. market this year. The wholesalers have already made arrangements for large shipments from California, and these are finding ready sale for the Christmas trade.

PRODUCE AND PROVISIONS.		
Butter, creamery, per lb.	——	0 31
New Zealand cubes	——	0 36½
New Zealand brick	——	0 37
Cheese, per lb., large	——	0 19
EGGS—		
Local fresh		32 c
Extra selected		28 c
Vancouver Island		32 c
Lard, 3's, per case		8 55
Lard, 5's, per case		8 47
Lard, 10's, per case		8 40
Lard, 20's, each		2 73

GENERAL.	
Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evaporated apples, 50's	09 c
Flour, best patents, bbl.	6 30
Lemons, box	3 75 4 25
Potatoes, per ton	18 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	½c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.	
Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.	
Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.	
Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (EDMONTON)

By Wire.

Edmonton, Sept. 9.—Collections in Edmonton district among wholesalers are extremely good. Business is continuing excellent, while Northern trade is heavy. Crops are well harvested throughout central portion of Alberta, the weather being ideal. There have been a few thunderstorms, but without damage. Flour has declined 50c per barrel. Tomatoes are now $2.60 a case. Eggs—No. 1 are 27c and No. 2 are 20c. Butter—No. 1 is 22c per lb. and No. 2 is 17½c.

This week will likely see decline of 25c per bale on rolled oats. Cheese prices, too, are stiffening up, and jobbers are now getting 17c to 18c for Ontario Junes, and 16c to 17c for Alberta's.

Prunes and peaches are comparatively low, and evaporated apples have advanced half a cent per pound during last ten days. Stocks of imported fish are low, which tend to slight advance in market.

Raw sugar market is fairly strong, having advanced 3/8c during past week. Refined advanced 10c since two weeks ago, while the market is firm.

At recent tea auction sales in all three centres, London, Calcutta and Colombo, quality has been rather poor, but prices have been maintained and no quotable change has manifested itself on the better grades. The demand still continues great.

There is little change in the coffee situation since the middle of last month. At this writing, Santos is a little stronger, while Rio s somewhat weak.

The currant market in Greece for new crop has advanced sharply, and there have been cables which would seem to make it quite evident that growing crop has been considerably overestimated. Should this be true, the recent advance is justified, and market is liable to show a still further advance.

Ontario white beans are about cleaned up, and supplies will have to be imported from Michigan and California until new beans arrive. Market is firm and advancing. The market is firm, too, for all grades of molasses. Advices from the coast regarding salmon report that pack of sockeyes for this year has been completed, and the pack is quite small.

Produce and Provisions—		
Cheese, new, lb.	0 17½	0 18½
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 22c; No. 2	....	0 17½
Eggs, dozen	....	0 27
Eggs, No. 2	....	0 20
Lard, pure, 3's, per case	....	8 40
Lard, pure, 5's, per case	....	8 35
Lard, 10's, per case	....	8 25
Lard, pure, 20's, each	....	2 70
General—		
Beans, Ontario, per bushel	....	3 90
Beans, Japan, per bush.	3 90	4 00
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 60's	0 10	0 10½
Potatoes, per bush.	0 25	0 35
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $3.55; 80's	....	3 15
Flour, 98's	2 55	2 65
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	7 75	7 85
Sugar, yellow, per cwt.	....	7 35
Canned Goods—		
Apples, gals., case	....	1 60
Corn, standard, per two dozen	2 05	2 15
Peas, standard, 2 dozen	....	2 15
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $4.45; raspberries	....	4 00
Tomatoes, standard, per 2 dozen	....	2 60
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 70
Cohoes, 1's, $5.85; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

ALBERTA MARKETS (CALGARY)

(By Wire)

Calgary, Sept. 9.—Flour dropped twenty-five cents per bag on Saturday last, bringing it down to the same figure as before the outbreak of war. Peaches are up to 90c a crate and ripe tomatoes have advanced to 70 cents, the over-stock of previous week having been cleaned up. With these exceptions there are no changes of any importance to record. Wholesalers report collections in Southern Alberta the best in years.

General—		
Beans, small white Japan, lb.	....	0 06¾
Flour, No. 1 patent, 98's	2 90	3 00
Rolled oats, bail	....	3 40
Rolled oats, 80s	....	3 06
Rice, Siam, cwt.	....	4 00
Potatoes, new, per bush.	....	0 45
Sugar, pure cane, granulated, cwt.	....	7 75
Shelled walnuts, finest halves, lb.	....	0 40
Sbelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	0 16	0 17
Butter, No. 1, dairy, lb.	....	0 22
Eggs, new laid, doz.	....	0 21
Lard, pure, 3s, per case	....	8 55
Lard, pure, 5s, per case	....	8 50
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 65
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 25
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48x1s, per case	....	10 00
Salmon, pink, talls, 48x1s, per case	....	4 50
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Fruits and Vegetables—		
Blackberries	....	2 00
Blueberries, Ont., basket	....	2 00
Cantaloupes, crate	....	5 00
Grapefruit, Cal.	....	5 00
Oranges, case	....	5 75
Lemons, case	....	6 25
Peaches, crate	....	0 90
Tomatoes, 4-basket crates	....	0 70

SASKATCHEWAN MARKETS

(By Wire)

Regina, Sept. 9.—Markets are quiet. "Opening" prices on fall canned goods are same as to-day's. Flour has dropped 35c per bag, or 70c per barrel. Butter is firmer and eggs are higher. Oranges are higher at $5.75. Washington apples are $1.85 per barrel. Peaches are 90c and Italian prunes 85c. Potatoes are higher at 80c and tomatoes are 90c.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 26
Butter, dairy, No. 1	....	0 21
Cheese, per lb., large	....	0 16¾
Eggs, new laids	....	0 18
Lard, 3's, per case	....	8 60
Lard, 5's, per case	....	8 55
Lard, 10's, per case	....	8 40
Lard, 20's, each	....	2 82
General—		
Beans, Ontario, per bushel	....	3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	....	0 45
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 95
Apricots, per lb.	....	0 12
Flour, 98's	....	3 15
Rolled oats, bail of 80 lbs.	....	2 93
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	....	7 54
Sugar, yellow, per cwt.	....	7 14
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 68
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 00
Peas, standard, per 2 dozen	....	2 00
Plums, Lombard	....	2 10
Peaches	....	3 10
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 45	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 85
Sockeye, ½'s	....	12 35
Coboes, 1's	....	6 00
Humpbacks, 1's	....	4 50
Fruits and Vegetables—		
Apples, Washington, bbl.	....	1 85
Celery	....	0 19
Sweet potatoes, per crate	....	4 50
Lemons	....	5 00
Oranges, Valencias	....	5 75
Potatoes	....	0 80
Tomatoes	....	0 90
Dried Fruits—		
Currants, per lb.	....	0 09¼
Prunes, 70-80, 25's, lb.	....	0 10½
Evap. apples, 50's, lb.	....	0 09¼

NEW BRUNSWICK MARKETS

By Wire.

St. John, Sept. 9.—The flour situation is of the keenest interest. Local trade is shaky, and conditions are causing slow buying. Expectations are for still lower quotings, because wheat market is off. Manitoba is down 50c bbl. to $6.60, and Ontarios to $5.85. Rolled oats are easier at $7.25, and oatmeal is also off to $8 per bbl. Dealers are expecting sugar to ease slightly, not because of market conditions, but through arrangement between wholesalers and refiners. This may probably amount to 10c or 15c. Molasses is still advancing, shipments from south being about exhausted. Prices are now up to 52c and 53c, and stocks are only fair. Country produce is in good supply, eggs and butter being easy. Dealers look for high quotings in butter next winter. Hay crop is rather poor.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 75	3 35
Pork, American clear, per bbl.	23 50	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 26	0 27
Eggs	0 22	0 23
Lard, compound, per lb.	0 11¼	0 11¼
Lard, pure, per lb.	0 12½	0 12¾
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	6 60
Flour, Ontario	....	5 95
Rolled oats, per bbl.	....	7 25
Oatmeal, standard, per bbl.	....	8 00
Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	....	6 80
United Empire	....	6 70
Bright yellow	....	6 60
No. 1 yellow	....	6 30
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	2 80	3 85
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 52	0 53
Cream of tartar, per lb., bulk	0 59	0 55
Currants	0 09¾	0 09½
Rice, per cwt.	4 25	4 50

Merchants of Aylmer, Ont., are accusing a former resident of "flim-flamming." The method of operation was to ask merchants to cash a cheque for $5 for him, showing them by way of security a bank book, which had not been balanced for some time. At one place he left an account of $65, and he worked the cheque game in at least six stores. It is believed more claims will be made as the result of his work in the town. Reports say he has left his home.

Why Credit Men Support Retail Association*

Reasons Why the Canadian Credit Men's Association is Anxious to See a Strong Retail Association—A Degree of Co-operation Should Assist Wholesalers and Retailers in Their Respective Aims.

By Henry Detchon, General Manager, Canadian Credit Men's Trust Association.

WHY is the Credit Men's Association, as representing the wholesaler, anxious to see a strong retail association? Because the wholesaler and the retailer are both distributors, and their interests mainly lie along the same paths. Because the wholesalers recognize that, whereas the wholesale association has developed as a large factor in the educational life of the wholesale business world and stands for high ideals and good, clean business ethics, so may the retail associations, under efficient guidance, stand for the same things in the retail community. There should be the same standard of morality in both associations. There should be the same educational efforts put forward by both.

The laws of the land apply to all classes, therefore the laws sought by the retailers must equally affect the wholesalers, and vice versa. If there is a strong executive on both sides, there should not be the slightest difficulty in adjusting any differences along legislation lines between the two. Some of the Acts that in the opinion of the credit men need amending are:—

The Assignments Act.

The Joint Stock Companies Act.

The Bills of Sale and Chattel Mortgage Act.

The Conditional Sale of Goods Act.

Landlord and Tenant Act.

The Exemptions Act.

The Question of N. S. F. Cheques.

The Life of Executions.

The Bonding of Assignees.

Judgment Summons Proceedings.

Alphabetical Lists of Lands.

Registration of Secret Assignments of Book Accounts.

All of these and many others affect the retailer, and the two Associations should mutually discuss them.

The Retail Association is devoting considerable time and attention to insurance matters; so are the credit men.

The two associations have joined forces in an endeavor to promote a system of bookkeeping amongst the retail trade, which shall not be cumbersome, but which will show in concise form whether a merchant is or is not making money. The text of this work has been compiled by the appointed representative of the retailers, submitted to the credit men, and is being published by the latter.

The two associations worked hand in hand in Saskatchewan for the passage of the Small Debts Court, which went into effect in that province last year. They can work hand in hand in Manitoba and other provinces along the same lines.

The retailers in Winnipeg claim there is inequality in the business tax in that city. Demonstrate this to the wholesalers and they will lend their time and their energies to have it adjusted.

The retailers suffer from the fraudulent debtor just in the same ratio as the wholesalers. Let us join hands and put the crook out of business. We can do it.

The credit men have a system of ascertaining how much their customers owe, how much of that amount is overdue, and how they pay their bills. The same system can be installed by the retailers, and can be made, as in the case of the wholesalers, to save them from large losses. It is better business to have the goods on the shelves (still better to have them on the shelves of the wholesalers) than to sell them to a customer whose record as "poor pay" is acknowledged. There is lots of good business to be had.

Requirements are Similar.

When a line of credit is granted by the wholesale man to a retailer, the wholesaler wants to know the financial position of his customer. The retailer should do the same thing.

The credit men have an insurance department. Why cannot the retailer join hands along insurance lines?

The credit men are very often distracted in endeavoring to dispose of bankrupt stocks. Cannot the retail men as a body take over these stocks and distribute them without dislocating trade in any particular point?

The mail order house is another source of worry to both retailer and wholesaler. A mutual arrangement should be arrived at with regard to same.

The curtailment of credit terms is being dealt with by both associations, looking to a "nearer to cash" condition.

The overloading of retail merchants by commercial travelers is another vital matter affecting both retailer and wholesaler. Where does the fault lie? We can find out if we get together.

The reading of the quarterly report of the credit men, with its list of failures, is assuredly sufficient in itself to warrant the establishment of a strong retail association.

The foregoing are only a few of the reasons why the wholesalers will energetically advocate the formation of strong retail associations. We want better business in all lines of trade. Trade journals have done good work, and may be relied upon to continue to do good work along better business lines. We want every merchant to be an expert.

I believe in good, strong opposition, that there should be no collusion between the two Associations, but that each should fight for its rights, if there is anything to fight about, and that a mutual friendly understanding between the two should be arrived at whereby the two executives, and, if necessary, the members themselves should be in a position quickly to get together to discuss and solve their various problems on a basis mutually satisfactory.

If the retailers throughout Manitoba will stand by their executive, supplying the sinews of war in sufficient quantities to take care of the necessary expenses, I believe that conditions can be improved for the retail man and for the community in which he lives. I believe that each town should have its own local association, working in harmony with the parent body in the same manner in which the Grain Growers' Association is doing today, that this idea could be carried out and weekly meetings arranged in larger centres, that it would engender a feeling of confidence and mutual respect that would go a long way towards fostering the social life that is very largely at the present moment lying dormant in each community.

That the wholesalers stand ready to lend what assistance they can is my firm conviction, and the sooner the retailers grasp the possibility of what co-operation means, the sooner will they be in a position to grapple with some degree of success with the problems that confront them.

*Reprinted from The Credit Men's Journal.

Oranges Higher: Potatoes Firming Up

Good Demand for Oranges, With Light Supplies — Watermelons, Cantaloupes and Marrows Easier and Lower—Spanish Onions Very Firm—Potatoes Are Strong—Reports as to Rot Confirmed.

MONTREAL

FRUIT.—Apples are arriving, but not so plentifully as last week. Duchess and Yellow Transparent are not so plentiful, and are about done. Alexanders, St. Lawrence and Wealthys will soon be on the market, opening around $3.75 or $4. Oranges are still high, and the demand fair. Lemons are still maintaining their price. Plums are cheaper, bringing 30-35c for 11-qt. baskets, and 20-25c for 6-qt. baskets. Preserving plums are quoted at $1.75 for 4-basket crates. There is a big demand for Montreal musk melons at $5-$6, but these are about done. Blueberries are down to $1.50 per basket, and will probably be over next week. Blue grapes are the only new arrivals on the market this week, and they are asking 30-35c for 6-qt. baskets. California grapes are down to $2 per crate. Preserving peaches are down to 50c for 11-qt. baskets.

Apples—		
Duchess and Peach, No. 1's	3 00	3 50
Do., No. 2's	....	2 75
Do., No. 3's	....	2 00
Bananas, bunches	2 00	2 25
Blueberries, Saguenay, 16-qt. boxes	....	1 75
Grapefruit, 46-54-64-80-96	....	1 50
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, Cal., crate, 4 baskets	....	2 00
Grapes, Delaware, 6-basket carriers	....	1 75
Lemons—		
Messina, 300 size	3 25	3 50
Verdillis	....	3 75
Limes, box	....	1 25
Musk melons, doz.	5 00	6 00
Oranges—		
Valencias, Cal., late 126-250	....	6 00
Jamaica, 196-200-216	3 50	3 75
Pineapples, 18-24 and 30-36	....	3 00
Peaches, preserving, basket, 11-qt.	....	0 50
Peaches, box	....	1 25
Peaches, crate, 6 baskets	1 50	1 75
Pears, new, box	2 75	3 00
Pears, 11-qt. basket	....	0 60
Plums, preserving, basket, 11-qt.	....	0 50
Plums, table, box 4 baskets	....	1 75
Cantaloupes, box of 45	2 75	3 50
Apricots, box	....	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—The big sellers are potatoes and tomatoes. The former are arriving from New Brunswick and there is some talk of the effect of blight on the crop, which is expected to make prices high. Tomatoes are up slightly, red being offered at 50c and rose at 75c-$1 per box. Beans have jumped to 75c bag, and are about done. Cauliflowers are bringing $1.50-$2 per doz. for the best. Evergreen corn has made its appearance for the first time, and is bringing 20c per doz. There is a good demand for head lettuce at 50-60c doz. Vegetable marrows have dropped to 50c a doz., and this week sees the arrival of pumpkins on the market at $1 per doz. Egg-plants are selling for 50c doz., and oyster plant at 75c doz.

Beets, bag	....	0 75
Beans, wax, Montreal, per bag	....	0 50
Beans, green, Montreal, per bag	....	0 50
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	....	0 40
Carrots, bag	....	0 75
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	....	0 50
Corn, doz.	0 10	0 12½
Cucumbers, fancy, doz.	....	0 50
Egg plant, doz.	....	0 50
Leeks, bunch	....	0 05
Head lettuce, doz.	0 50	0 60
Curly lettuce, 5 doz.	....	0 50
Onions—		
Montreal, bag	....	1 50
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
Radishes, doz.	....	0 15
Rbubarb, hotbouse, doz.	....	0 20
Spinach, Canadian, box	....	0 50
Turnips, bag	....	1 00
Tomatoes, Montreal, box	....	0 50
Pumpkins, doz.	....	1 00
Squash, doz.	....	1 00
Vegetable marrows, doz.	....	0 50
Watercress, Canadian, doz.	0 35	0 40

TORONTO.

FRUIT.—Apples show a tendency towards firming up, and we have altered our prices to suit this condition. Cantaloupes are easier on account chiefly of more abundant supplies. They are down to around 30c to 50c. Oranges are a trifle firmer, and we quote outside price at $6. There is a firm demand and none too good supplies. Pears—Californian—show some appreciation in price. Canadian stuff, however, is easier, with a slack market just at present. Plums are easier and lower by about 10c. Imported stuff shows no change. Domestic plums, however, get most of the business. Thimbleberries are down to 9c for prime quality. There is little demand even at that. Watermelon shows a fairly heavy decline owing to the fact of a surfeit. This is the last week of really rushing business. After the fair things quiet down to an even steady demand, without such variable supply. The summer has been a good one in the fruit business, and far better, merchants agree, than they looked for.

Apples, new, bbl.	3 50	3 50
Apples, 11-qt. basket	0 25	0 30
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 35	1 50
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantalonpes, Can., 11-qt. basket	0 30	0 50
Grapes, Cal., case	2 10	2 25
Oranges—		
California Valencias	5 00	6 00
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Musk melons, 11-qt. basket	1 00	1 50
Peaches, Cal., box	1 00	1 50
Peaches, Georgia, 6 basket	2 00	2 25
Peaches, Canadian, large basket	0 40	1 00
Pears—		
California, Bartlett, box	2 75	3 00
Canadian, 6 qts.	0 30	0 35
Plums, Canadian, ½ basket	0 18½	0 25
Plums, Canadian, large basket	0 20	0 50
Plums, box	1 25	1 75
Thimbleberries, box	0 07	0 09
Watermelon	0 35	0 40

VEGETABLES.—Beets have gone away up on a heavy demand, with light supplies, and we quote 70c to 75c, an appreciation of 10c to 15c within a few days. Cabbage has come down almost as spectacularly. Corn has a somewhat longer range, and good corn is purchaseable at 10c, with first-class stuff at 15c. Egg plant is much lower on a light demand. It is not yet generally known enough to make it a big selling product. Parsnips have suddenly started to move, and at easy figures. Vegetable marrow—following melons, cantaloupes and kindred stuff—is lower, even with increased demand. Spanish onions are firmer and 25c higher on a big buying demand. Most other lines show little change. Potatoes are about the same; if anything, a trifle firmer. The rot that we discussed last week appears to be confirmed from most sources, and New Brunswick has not escaped either.

Beets, hamper, doz. bunches	0 70	0 75
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 25	0 30
Cabbage, new, doz.	0 20	0 45
Cauliflower, hamper	1 60	2 00
Carrots, new, bag	0 85	0 90
Celery, doz.	0 25	0 30
Corn, doz.	0 10	0 15
Cucumbers—		
Canadian outdoor, basket	0 25	0 30
Egg plant	0 40	0 60
Onions—		
Can., 75-lb. bags	1 40	1 50
American	0 85	0 95
Spanish, case	3 00	3 25
Green peppers, basket	0 25	0 35
Peppers, red	0 60	0 75
Green peas, Can.	0 25	0 25
Potatoes, Ontario, new, bag	0 75	0 80
Potatoes, N.B., Delawares	0 80	0 85
Potatoes, bbl.	2 00	2 25
Parsnips, 11 qt.	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	0 20	0 25
Tomatoes, Canadian	0 15	0 20
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow	0 20	0 30

(Continued on page 37.)

Good Season Expected in Oysters

Crop is Promising—Lobsters Are Firm—Scarcity Makes For Higher Levels — Opening of Oyster Season—Lake Fish Still in Heavy Demand, With Small Supplies.

MONTREAL

FISH AND OYSTERS.—The arrival of the first consignment of Malapeque oysters is the event of the fish market this week. These are cultivated oysters, and, judging from the quality, this departure of the Government of P.E.I. will certainly prove beneficial. On account of the unfavorable weather, sales cannot be expected to be large now, but with good weather, and as these oysters will likely be sold at reasonable prices, a favorable turnover should result. Bulk oysters from southern points have also been marketed. According to reports, the crop is promising, and prices are expected to rule rather low during the whole season. Lake fish from Manitoba is arriving in good quantities, and is being absorbed readily on account of the Jewish holidays. Lake trout is now more plentiful, and selling in small lots at low prices. Halibut and salmon, both East and West, are not over-plentiful, and although no advance in price has been made, they are steady, with tendency to rise. Pickled lines, such as salmon, sea trout, and turbot, are offered at tempting prices, but so far no bi gorders have been placed. Green codfish is also keeping plentiful, and as the demand has not started yet, stocks are accumulating, and buyers will certainly benefit by this state of things. Live lobsters are very scarce, and prices have gone up this week to a record point—30c.

TORONTO

FISH AND OYSTERS.—Oyster season opened up on Wednesday last, the first of the month, and the commencement was entirely gratifying; in fact, demand was better than was anticipated. The first shipment that came in found ready sale, and there wasn't enough to go round. Prospects are for good business at the same levels as those with which last season closed. See our special article dealing with oysters in this issue.

Lobster has firmed up, and now shows an increase in price. We quote 50 cents. There is a scarcity, and the supplies have been drawn latterly from Portland. Consonant with scarce supplies has been a heavy demand—partly due to the holidays—and the two influences have firmed up prices. Lake stuff is still firm, and prices show no easier tendency. Whitefish is particularly in demand. Sea fish shows no change at this writing.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.12	.10
Haddies, Niobe, boneless, per lb...	.08½	....
Herring, Ciscoes, per lb.	.16	....
St. John bloaters, 100 in box	1.20	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.18	....
Smoked boneless herrings, 10-lb. box	1.40	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08½-.09	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.09½-.10	.09-.10
Halibut, eastern, chicken, per lb...	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.04½-.05	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.05½-.06	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	2.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lb.	7 00	7 60
Dried hake, medium and large, 100 lb.	5 50	....
Dried pollock, medium and large, 100 lb.	5 00	....
Dressed or skinless codfish, 100-lb. case..	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes....	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	....
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each..	0 40	0 40
Sealed, best select, quart cans, each.....	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, medium and large, lb.	0 30	0 50
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11½—12½	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	12
Salmon, Western	15 —16	17 —18
Salmon, Eastern	16 —17	17 —18

FRESH LAKE FISH.		
Carp, lb.	0 09	....
Pike, lb.	0 08	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 06
Whitefish, lb.	0 12	13—14
Herrings, per 100	3 00	....
Lake trout	0 11	12—13
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	.16—17	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05¼-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	19 00	....
Salmon, Labrador, bbls., 200 lbs.	13 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, hbls., 200 lbs..	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs..	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs.	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 76—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

WINNIPEG

FISH AND POULTRY.—Fish and poultry prices are steady and in moderate steady demand. Local poultry supplies seem at present to be sufficient for local needs.

Fish—		
Fresh salmon	....	0 13
Fresh halibut	....	0 09
Pickerel	....	0 07½
Steak cod, per pound	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 08½
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 11
Bloaters, per box	....	1 50
Salt mackerel, 20-lb. kit	....	2 75
Smoked goldeyes, dozen	....	0 50
Poultry—		
Live—		
Fowl	....	0 11
Roosters	....	0 09
Chickens	....	0 16
Turkeys	0 12	0 14
Ducks	....	0 10
Ducklings	....	0 12
Geese	....	0 10

The employees of the Borden Condensed Milk Co., Tillsonburg, Ont., held their annual picnic last week at the factory, where a most enjoyable afternoon was spent. The weather was ideal for the sports which took place on the factory grounds. A supper was served in the new part of the factory.

Cheese Higher: Lard Lower

The Downward Trend of Cheese Suddenly Comes to a Stop—Higher Prices at Cheese Boards —Eggs Find Slacker Demand—Butter Levels Unchanged.

MONTREAL

PROVISIONS.—Pure lard still remains firm, but is not quotably higher. Quotations are a little high on compound lard, and dealers have this week dropped their prices ½c. There is a good demand for bacon, hams and boneless backs. Bacon is inclined to be scarce. Demand for cooked meats is falling off with the approach of cooler weather.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per bbl.	
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	27 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¼
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., each	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	....	0 09½
Tubs, 50 lbs., net	....	0 10
Boxes, 50 lbs., net	....	0 09¾
Pails, wood, 20 lbs., net	....	0 10¼
Pails, tin, 20 lbs., gross	....	0 10¼
Cases, 10-lb. tins, 60 in case	....	0 11
Cases, 3 and 5-lb. tins, 60 in case	....	0 11
Bricks, 1 lb., each	....	0 12
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—This market remains firm, but there is no change in dealers' prices. No exporting is going on, as it is impossible to secure space on boats; otherwise there would be considerable export trade. Receipts up to date are 25,000 boxes less than last year.

Butter—		
Finest creamery	....	0 30
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—This market is strong, despite the fact that receipts to date are 330,000 boxes ahead of the same period last year. There are reports that the British and Canadian Governments have bought 150,000 boxes within the last month. The market is particularly strong on colored cheese.

Cheese—		
Old make	....	0 18
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—Prices are a little firm this week, especially on new laids, which have been advanced from 27 to 28c. This is due to a falling off in supply. An advance has been expected for some time, and is customary at this period of the year.

Eggs, case lots—		
Stamped	....	0 28
Selects	....	0 26
No. 1's	....	0 23
No. 2's	0 19	0 20

HONEY.—There is quite a lot of honey being offered here, but dealers are not inclined to buy, believing that the price is too high considering the amount of old crop still on the market. Honey is being offered in the country at 7c for buckwheat and 9c for clover: dealers think 6c and 8c would be nearer the value.

POULTRY.—On account of the Jewish holiday, the demand for live fowls has been heavy. Spring chickens have not moved so freely, as stock has been arriving in poor condition. The Jewish Atonement holidays begin on Sept. 18th, when there should be a big demand for spring chicken and roosters. It is difficult to say whether prices on these lines will be high or not—it depends on the way the stock comes in.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	....	0 23
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 16	0 17
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal.

Receipts of butter, cheese and eggs in Montreal are:

	Boxes	Boxes	Cases
Week ending Sept. 4, 1915	14,613	61,588	12,253
Week ending Sept. 5, 1914	10,923	55,289	6,171

TORONTO

PROVISIONS.—With the exception of a slight easiness in pure lard, this market is devoid of news this week. Business generally has slackened a trifle on account of the fair. Demand for cooked meats again improved when the heat made itself felt. The cooked meat is a surer barometer than some weather experts we know of. Bacon is firm, with a good demand.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 13¾
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11¼	0 11⅜
Tubs, 60 lbs.	0 11¾	0 13¼
Pails	0 12	0 12¼
Tins, 3 and 5 lbs., per lb.	0 12	0 12¼
Bricks, 1 lb., per lb.	0 12¾	0 13¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¾	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—The situation is somewhat easier again this week owing to a sudden drop in export partly, and partly to a slackening domestic demand. The trade has bought on the heavy side all through the summer, and though there is a slackening of the tension now, it is only natural.

Butter—		
Creamery prints, fresh made	0 28	0 29
Separator prints	0 26	0 28
Dairy prints, choice, lb.	0 24	0 27
Dairy solids, lb.	0 21	0 23
Bakers'	0 21	0 22

CHEESE.—Prices are all somewhat higher this week, and we quote 14¾c to 15c for new large, and a proportionate increase in twins. The increase is simply the swinging of the pendulum the other way. Prices have been on the downward track so long that it would not be surprising if bottom had now been touched. Export is more or less dead just at present. Exchange rates are a factor.

Cheese—		
New, large, per lb.	0 14¾	0 15
New, twins, per lb.	0 15	0 15¼

EGGS.—There is no price change to record this week, and indeed nothing of extraordinary importance. Demand appears to have slackened, and in this connection it will be remembered that Canadian Grocer at the beginning of the season suggested that heavy storage buying—at high prices—would be consequential later on. It is said that with a slight demand, such as that which now characterizes the market, we shall see lower prices. Export has let up again. What there was seems to have been a fish in the pan.

Eggs—		
Specials (in cartons), doz.	0 24	0 26
No. 1s (straight new laids)	0 22	0 23
No. 2	0 16	0 17
Cracked	0 14	0 15

POULTRY—Beyond a special demand for broilers, this market has no special feature this week. They are worth around 17 cents, though we hear of some that have gone cheaper than that. Ducklings still get some business.

Poultry—	Live.	Dressed.
Old fowl, pound	0 12—0 00	0 15—0 18
Spring broilers	0 16—0 17	0 00—0 00
Old turkeys	0 13—0 15	0 00—0 00
Ducklings	0 11—0 12	0 17—0 18
Turkeys	0 00—0 00	0 21—0 22

HONEY.—There is nothing to relate in connection with this market. Prices are unchanged.

WINNIPEG

PRODUCE AND PROVISIONS. — Lard and cured meats are steady at last week's declines, but the hog market is firm, and an advance in lard and bacon is not improbable. Cheese is weak while butter and eggs are firm and expected to go higher.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	....	0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 12½
Pails	....	2 50
Cases, 5s	....	7 80
Cases	....	7 85

BUTTER.—

Creamery	....	0 28
Best dairy	0 16	0 22
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 17	0 18

CHEESE.—

Cheese—		
New, large	....	0 14
New, twins	....	0 14¾
Manitoba	....	013½

FRUIT AND VEGETABLES

(Continued from page 34.)

WINNIPEG

FRUITS AND VEGETABLES.—Preserving fruits are in good demand and are plentiful and cheap. Potatoes are a poor crop and not likely to be any cheaper. The long spell of dry hot weather has not been favorable to native grown vegetables.

Fresh Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	2 00	2 25
Cocoanuts, dozen	....	1 00
Peaches, case	0 80	1 00
Plums, case	0 80	1 00
Bartlett pears	....	2 25
Tomatoes, 4 in case	....	0 50

VEGETABLES.—

Vegetables—		
Beets, per lb.	....	0 01½
Mint, per dozen	....	0 20
Radishes, per dozen	....	0 15
Onions, per dozen	....	0 15
Cabbage, per lb.	....	0 01½
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Mushrooms	....	0 85
Carrots, per pound	....	0 01½
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 90
Rhubarb, per lb.	....	0 00¾
Australian onions, crate	....	4 00
Cauliflower, per dozen	....	0 50
Spinach, per lb.	....	0 03
Asparagus, dozen	....	1 25
Garlic, lb.	....	0 40
New potatoes, bushel	....	0 50
New beans, pound	....	0 03
New peas, lb.	....	0 03
New turnips, bushel	....	0 90

WORLD'S COFFEE PRODUCTION

The following table shows the world's production of coffee during the last twenty years, and the estimate for the current year, in bags of approximately 130 pounds each:

	Brazil	World
1895–6	6,005,000	18,395,000
96–7	9,315,000	13,915,000
97–8	11,210,000	16,050,000
98–9	9,320,000	13,725,000
99–1900	9,425,000	13,805,000
1900–01	11,285,000	15,070,000
01–02	16,145,000	19,790,000
02–03	12,945,000	16,665,000
03–04	11,101,000	15,992,000
04–05	10,523,000	14,446,000
05–06	10,884,000	14,792,000
06–07	20,190,000	23,792,000
07–08	11,001,000	14,862,000
08–09	12,419,000	16,918,000
09–10	14,944,000	19,125,000
1910–11	10,548,000	14,524,000
11–12	12,491,000	17,409,000
12–13	11,456,000	16,373,000
13–14	13,840,000	19,612,000
14–15	11,500,000	16,535,000
15–16*	15,000,000	20,000,000

*Estimated.

The United States consumes more than one-third of the coffee produced in the world, her takings of coffee being more than double those of any other country. Germany ranks next to the United States as an importer of coffee, taking about 400 million pounds per annum, Netherlands and France about 250 millions each, Austria-Hungary about 125 millions, and Belgium about 100 millions. The per capital consumption of Netherlands, Belgium and the Scandinavian countries is slightly larger than that of the United States.

READERS' SERVICE DEPARTMENT.

Canadian Grocer conducts a Service Department open to all our readers. Special investigations will be made for retailers and advertisers upon request and free of charge. If you are in search of the source of a new foodstuff, or you want to know the agents or manufacturers of any line—foodstuff or equipment—'phone us or drop us a line. The "Readers' Service Department" is at YOUR service.

Letters to the Editor

CARTAGE CHARGES

Editor Canadian Grocer:

Dear Sir,—I saw in your last issue of Sept. 3 that merchants in Sherbrooke are fighting cartage charges made by wholesalers to retailers on freight bills.

I should say I am right in line with this scheme as I do not understand why I, a retailer, should bear the expense of the city wholesaler to deliver his goods to the station. I do absolutely say that this charge should be paid by wholesaler, because I have always thought it no more than fair to deliver any goods I ship without charge for cartage to the man to whom I am shipping. It would seem to me the same as asking the city man to pay for the oats my horses are eating. I have always thought it unfair.

GEO. RAHN.

Moorefield, Ont., Sept. 4, '15.

Grocers' Letter Box

Editor Canadian Grocer,—You had an article in one of your issues about four years ago respecting the gathering of wild rice by Indians. A customer of ours is prepared to supply this rice made by the most improved methods. Could you direct us to any market for this food in Canada? E. W.

Lac du Bonnet, Man.

Editorial Note.—J. A. Simmers, Ltd., Toronto, seed wholesale house, are purchasers of this wild rice.

WELL WORTH THE MONEY.

Canadian Grocer:

Dear Sirs:—Yours to hand. Sorry I omitted to send the enclosed before, but as you say it was forgotten. However, I have pleasure in sending it now as I think your paper well worth it, being a great help in many ways.

FRANK A. K. WALKER,
Sheffield Mills, N.S.,
July 29th, 1915.

Another Decline in Flour

Fifty Cents in Manitoba—Ontario Winter Wheat is Also Easier—Middlings Are Lower—Feed Flour Also Shows a Tumble in Toronto—Cereals Still Quiet.

MONTREAL

FLOUR.—Another cut was made in Manitobas on Monday of 50c per bbl. This was expected by the trade in view of fact that wheat was declining in a manner that made a decline necessary. Ontario flour dealers made their first cut this week, amounting to 20c per bbl. They announce that a good deal of smutty flour is arriving, and quite a lot has been turned down. Bakers are not expected to drop their prices, unless further declines take place in Manitobas. The demand for bread is good. Small bakers might drop their prices later on. If this decline had not occurred, many of the small bakers would have been compelled to close down. It was their salvation. Ontario flour is coming through in just sufficient quantities to keep dealers going.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	5 85
Second patents	5 35
Strong bakers	5 15

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 60	5 80
90 per cent., in wood	5 20	5 40
90 per cent., in bags	2 40	2 50

CEREALS.—The market for rolled oats remains dull and easy. Rye is coming in soft, due to rainy conditions, and it will be a month or so before it is in condition to bring up to usual quality. Supply, however, is good yet.

Cornmeal—	Per 98-lb. sack
Gold dust	2 45 2 50
Unbolted	.... 2 15
Rolled Oats—	90's in jute.
Small lots	3 15 3 25
25 bags or more	3 05 ....
Packages, case	.... 4 50

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	.... 3 80
Hominy, per 98-lb. sack	.... 2 75
Corn flour, bag	.... 2 60
Rye flour, bag	.... 3 25
Barley, pot	.... 3 00

FEEDS.—A decline has taken place almost all the way down the line. This was expected in view of lower grain prices. The drop came Tuesday and Wednesday.

Mill Feeds—	Per ton
Bran	25 00
Shorts	27 00
Middlings	30 00
Wheat moulee	31 00
Feed flour, bag	1 87½
Mixed chops, ton	35 00
Crushed oats, ton	36 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	49 00
Barley chop, ton	34 00
Feed oats, cleaned, Manitoba, bush.	0 60
Feed wheat, bag	1 50

TORONTO

FLOUR.—Just as we write, the market on Manitoba flour declined another 50c, and that makes first patents, in car lots, $5.75, with other grades correspondingly lower. The decline, like those noted last week, is solely consequential to the wheat situation. Note that the decline took place after the holiday. As we write, we learn of no decrease in Ontario winter wheat flour, but are told that it is expected this will accompany the decline in Manitoba. Business, even at these reduced levels, will not necessarily pick up. Buyers seem impervious to reductions in prices, and seem to be holding off still longer for further reductions yet, it is assumed. We went into the wheat situation very fully last week, and showed how prices were tumbling. This has been prolonged, and there is no reason to suppose higher levels for some time yet. Therefore, flour prices are lower. Readers will notice that the decline this week confirms Canadian Grocer's prediction recently that we should see still further decreases.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	5 95	5 75
Second patents	5 45	5 25
Strong bakers	5 25	5 05

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	5 20	4 70
90 per cent.	5 00	4 60
Straight roller	5 00	4 60
Blended flour	5 20	3 80

CEREALS.—There is nothing to report in this market except pronounced dullness and easiness. Rolled oats show no strength and other lines are slow at present.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	3 15	3 35
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

FEEDS.—With the early part of the week came a decline in middlings, and we now quote them at around $30 a ton. These have been the more or less weak spot in a strong feed market, and the decline is not surprising. Feed flour is also slightly lower—sympathetic to flour declines—and our figure is now $1.65. Practically all other lines declined on Tuesday and Wednesday.

Mill Feeds—	Mixed cars, per ton
Bran	25 00 26 00
Shorts	27 00 28 00
Middlings	30 00 31 00
Wheat moulee	31 00 32 00
Feed flour, per bag	1 60 1 65
Oats—	
No. 3, Ontario, outside points	0 55 0 61
No. 3, C.W., bay ports	.... 0 67

WINNIPEG

FLOUR.—Another sharp drop in flour has gone into effect at the beginning of the week, the decline being 50c per barrel all round. Millers report trade as dull, both domestic and export.

Flour and Cereals—	
No. 1 patents, per sack 98 lbs.	2 90
No. 2 patents, per sack 98 lbs.	2 65
First clears, per sack 98 lbs.	2 30
Seconds, per sack 98 lbs.	1 75
Rolled oats, 80 lbs.	2 60
Standard granulated, 98 lbs.	3 10

PEPPER PRICES

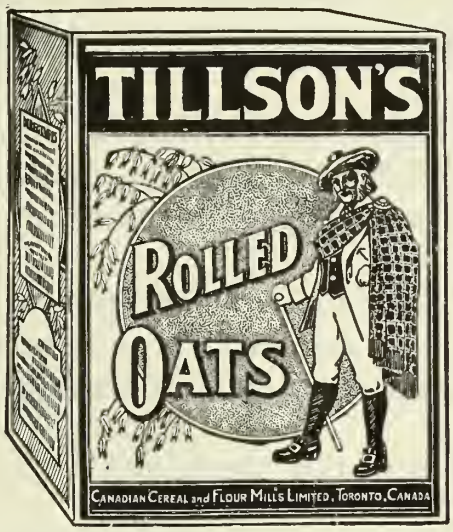
In an article in last week's issue on spices it was mentioned that prices on pepper compared with those existing before the war were a shade easier in London, England. Retailers should not take this to mean that we shall have lower pepper prices here at present. It should be remembered that last spring an ad valorem duty of 7½ per cent. was added on to practically all imported goods, pepper included. Also freight rates are up in view of the shortage of bottoms: warehouse charges are higher, and so is insurance. All these and other conditions tend to keep firm prices in this country.

Samuel Manning, of Manning & Co., Ltd., molasses exporters, Barbadoes, visited Montreal this week, accompanied by his wife.

FOR SALE

ESTABLISHED CASH GROCERY, RESIdential district, Toronto; good dwelling; reasonable rent. Turnover $200 week. Good profits. Apply Box 114, Canadian Grocer.

STOCK THESE TRADE BUILDERS



QUALITY IN EACH PACKAGE



On Sale By All Reliable Jobbers



WE CARRY A FULL LINE OF FLOUR, CEREALS AND ALL PRODUCTS MANUFACTURED BY AN UP-TO-DATE MILLING PLANT.

We Solicit Export Business.



Canadian Cereal & Flour Mills Company, Limited

TORONTO CANADA



"Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

"BANNER" BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG — 340 Dufferin St., TORONTO

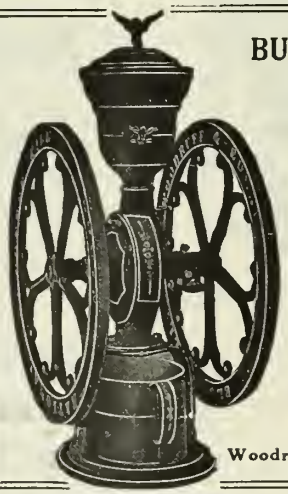
REPRESENTATIVES:
H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.



BUY AN ELGIN NATIONAL
because

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be adjusted while running to grind coffee to suit each individual's taste.

It is the strongest, the most simple, and the best looking mill made.

It costs less than any other mill to buy and nothing to operate—there is no overhead.

Ask your jobber for complete catalogue—there is an ELGIN made to meet your requirements.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

IT IS IMPORTANT!

If you have something to dispose of in goods or service that as many buyers as possible get to know you and your product. This can be accomplished through

Canadian Grocer
143½ University Avenue, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz., to case, weigbt 10 lbs.	$0 40
4 oz. Tins, 4 doz. to case, weigbt 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weigbt 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weigbt 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size	Bbl. lots Less than 10 case lots Per doz.	or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—when packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb.	$0 17
In 10-lb. lots or case	0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beaucbemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, eacb	0 03½
500 books to 1,000 books	0 03

For numbering cover and eacb coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weigbt 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weigbt 70 lbs.	3 00
	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz to case, weigbt 85 lbs.	4 00
King's Food, 2 doz to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weigbt 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, beavy syrup	2 10
Black currant	2 10
Red Currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.	
Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade	
Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black cnrrant	0 65	0 85
Raspberry	0 65	0 85
Aylmer 14's and 30's per lb.		
Strawberry		0 14
Raspberry		0 14

COCOA AND CHOCOLATE. THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

People use Macaroni more often when they can get the delicious

L'ETOILE
(Star)

or

Hirondelle
(Swallow)

brands of Macaroni and Vermicelli. They bring folk a new idea of how delicious these wholesome foods can be.

Made from the choicest of selected Canadian hard wheat—the best in the world for the manufacture of alimentary pastes.

Produced in one of the most thoroughly equipped and sanitary plants in Canada by strictly Canadian labor.

Corral the heavy harvest trade scattered around at this time, by putting in a striking window display and linking up your store with our extensive advertising. Replenish your stock to-day.

C. H. Catelli, Limited
MONTREAL

AGENTS

Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto



There's a Difference

in extracts—a big difference in quality, in price and in repeating.

You want the brand that will give you the maximum advantage in all three requirements.

It is poor business to handle "cheap" extracts because you never get more than you pay for in this world, and "cheap" extracts mean "cheap" quality, uncertain profits, and unsatisfied customers.

It is easier to sell a "cheap" extract once—but remember, when you sell White Swan Extracts they stay sold, because the quality is unequalled and the goods are absolutely pure.

Quality counts—not price.

Every bottle of White Swan Extracts is sealed and guaranteed with a Government warranty that fully protects you and is a visible evidence of our faith in our own product—we take all the risks.

Should you be dissatisfied in any way with any White Swan Pure Food Products, we want you to return same and get your money back.

We know our goods and want none but satisfied customers.

White Swan Spices and Cereals
LIMITED
TORONTO ONTARIO

Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors 20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz...	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, ½s, B. or G...	0 25
40c 1s, ½s, B. or G...	0 32
45c 1s, ½s, B. or G....	0 34
50c 1s, ½s, B. or G....	0 37
Tumbler coffee	0 25

Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$ 1 25
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. 6 50
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz
½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....$	1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50..	45 00
Half gallons, each, retail each $10	7 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. 1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s, $1.65; 1s, $2.65.

Our Tiger (50 cent line) Brooms

are superfine carpet BROOMS on **polished** handles. Offer them to your customers and secure business that stays. Splendid value in 35c, 40c, 50c, 60c lines. Try a sample shipment and be satisfied.

We make **Factory Brooms.**

Walter Woods & Co.
HAMILTON

Jersey Sweet Potatoes

"Whitco" Brand

Packed in Hampers have arrived. This brand of Sweets is the best coming to Toronto.

Opening of Oyster Season

First Express arrivals.

Oysters Haddies Kippers

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

White & Co., Limited
Wholesale Fruits TORONTO
BRANCH AT HAMILTON

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Full Swell Pack Perfectly Graded Fruit under:—

"Aurora"
"Mars"
"Al"
"Sapho"
"Jupiter"

It will pay you to handle these brands of Oranges

J. J. McCabe
Agent
TORONTO

PURE GOLD
QUICK TAPIOCA

Makes delicious, nutritious and wholesome desserts. Draw to your customers' attention the fact that it does not require to be cooked over night, but being granulated softens quickly and will cook in 20 minutes.

A tempting dessert is always possible with

Pure Gold Quick Tapioca

Retails at 10c. per package.

Packed 3 dozen to case.

Your jobber sells it.

PURE GOLD MFG.
COMPANY, LIMITED
Toronto

Sliced Smoked Beef, glass, ¼s, $1.25; ½s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato 8c. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders. cs. 6 doz. pts., doz.	1 15
Ginger Ale. Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders. cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.
N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 50
D. S. F., ½-lb.	2 68
D. S. F., 1-lb.	5 36
F. D., ¼-lb.	0 95
F. D., ½-lb.	1 63
	Per jar
Durham, 4-lb. jar	0 87
Durham, 1-lb. jar	0 28

JELLY POWDERS.
WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz.	$ 0 90

List Price.

SPICES.
WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.
Ontario and Quebec.

Laundry Starches— Canada Laundry— Boxes about 40 lbs.	.06
Acme Gloss Starch— 1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry— 3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss— 1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying

KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited

ST. CATHARINES

We receive fresh arrivals every morning of all varieties of

Domestic Fruits and Vegetables

The Crawford Peaches are now coming along in fine shape. If you leave us your orders, our quality and prices will please you.

Tomatoes, Plums, Pears, Apples, Pickling Onions, Pickling Cubes, Cauliflower, Corn, Cabbage, Egg Plant, Muskmelons, Red and Green Peppers.

Foreign Fruits and Vegetables

Oranges, Lemons, Bananas, Sweet Potatoes, Tokay Grapes, Pears, Spanish Onions.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON

ESTABLISHED 1861

GUELPH and NORTH BAY

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy **Carr's Biscuits.**

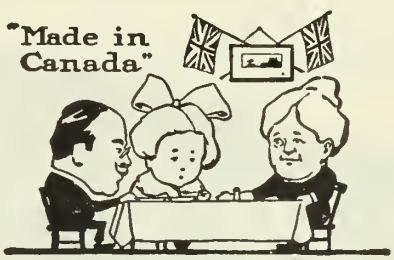


The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For Prices, etc., Write To-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Limited, Montreal; Dunn-Hortop, Limited, Toronto; Hamblin & Brereton, Limited, Winnipeg, Man.; A. W. Cowdy & Co., Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.



The One Price Line is The Square Price Line

Manufacturers, who try to deal direct with the retailers, don't always give special prices to one grocer only. You may be sure of that.

Rebates and discounts sound well—but a grocer who puts in a "cut price line" never knows whether his competitors are getting a little deeper cut.

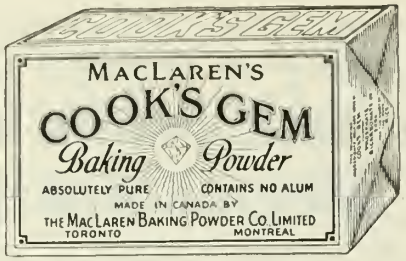
"WINDSOR" AND "REGAL" SALT

are sold through jobbers only, at fixed prices. All Retail Grocers are given the same terms and treatment, and the same high quality in every bag and package.

"WINDSOR" AND "REGAL" are so well known that to sell any other salt you must first overcome the strong preference for "WINDSOR" AND "REGAL." Is it worth the trial, and the risk of offending so many of your good customers?

The Canadian Salt Co., Limited

Windsor, Ont.



WE extend a hearty invitation to all who attend the Central Canada Exhibition at Ottawa to visit our booth in the Pure Food Show Section.

Our Mr. Hugman will be pleased to renew old acquaintanceships and to make new ones. It will be worth your while to look up this booth.

The MacLaren Baking Powder Company, Limited

41-45 Lombard Street, - Toronto

Make good profits by selling

MENNEN'S TALCUMS

THE advertising now running for Mennen's Talcum Powder is creating a bigger demand than ever for these popular lines.

Why not take advantage of this advertising by showing Mennen's on *your* counter? The sight of the Mennen products in your store will recall the advertising in the mind of your customers and nine times out of ten effect a sale.

You can make Mennen's a very profitable line without any trouble on your part.

Endorsed by doctors and nurses all over the world.

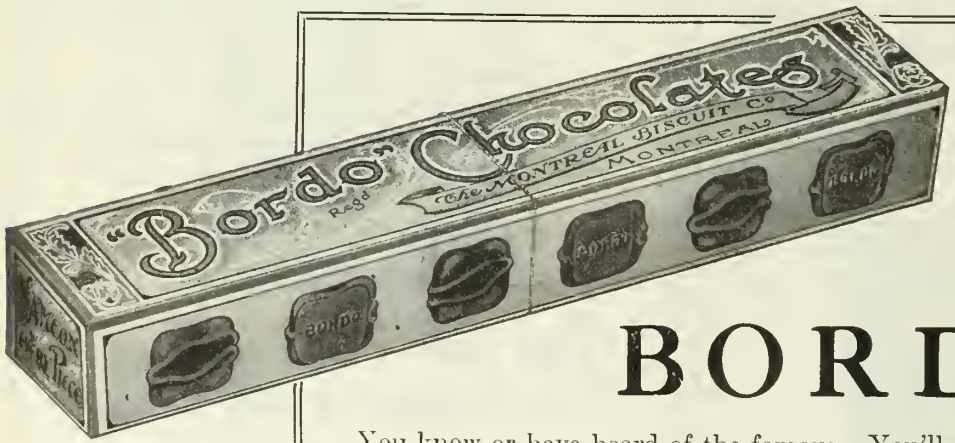
It's easy to sell Mennen's Talcum Powder.

Made in Canada by Gerhard Mennen Chemical Co., Montreal

Selling Agents

Harold F. Ritchie & Co., Limited

TORONTO



—the delicious, satisfying confection in the handsome ***10c.*** *package*

BORDO

You know or have heard of the famous Bordo Chocolates with the "distinctly different" flavor—they're just the same unique confection yet, but they're put up now so that they're much handier to display, to sell, to carry—they're put up in 10c packages—neat, attractive, inviting.

You'll want to try them yourself when you see them.

Besides being a rapid seller, Bordo is a big profit maker for you.

Don't wait until Christmas to order a supply—send to-day, for Bordo is an all-year-round confection—the favorite with old and young.

Mail your order to-day.



The Montreal Biscuit Co.

"THE ORIGINATORS"

MONTREAL CANADA

Easily the Best Sales-Bringer on the Market

STUART'S Quality JAMS

Judge it by the fact that in a very few weeks we were completely sold out of our No. 12 Strawberry.

Judge it by the large number of new dealers we are adding to our regular list of customers. Judge it by the frequency with which they reorder for more and bigger supplies.

Judge it by the enthusiasm of both dealer and customer.

Judge STUART'S PURE JAMS by every merchandising and consumer test that means anything to you and bigger sales — and you too will pronounce STUART'S the best sales-bringer on the market.

Wouldn't a trial order be the best and safest way of proving the popularity of STUART'S?

Send your order through now.

STUART, LIMITED, Sarnia, Ont.

AGENTS:

Dingle & Stewart, Winnipeg — **Fearman Bros., Hamilton** — **R. S. McIndoe, Toronto**
Howe, McIntyre & Co., Montreal — **Langlois & Paradis, Quebec** — **Angevine & McLauchlin, Truro, N.S.**

No. 14

Canada Untaxed Both!

(*Canada's 105-year-old Pioneer*)



Fishing Eels at Blockhouse Bay

"Right behind Stanley Barracks, Toronto, lies what was known in the old days as Blockhouse Bay. Many a night's sport I had fishing eels in that bit of water. One fellow would hold a light jack, which would attract the fish, while the others would spear, net or hook them."

"Great sport, I tell you, lad, especially if you like the meat of those snaky fish."

"Many a pitch dark night I've stood with a light jack and a chew of tobacco to help digest the smoke."

"It wasn't King George Navy, either, the tobaccos those days were nowhere near as good as what we chew now. King George Navy has 'em all beaten, I think."



NOTE: Every Grocer should carry a stock of King George's Navy and cultivate the trade of the tobacco user.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada.
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LTD.
TRENTON, ONTARIO, CANADA

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

NATIONAL CASH REGISTER, 4-DRAWER, fully modern; cost $565.00; in good condition. Will deliver any place in Canada for $300.00 cash. Box 113, Ft. Frances, Ont.

FOR SALE—GENERAL STORE BUSINESS—one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover $35,000 to $40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

WANTED

WANTED — INFORMATION REGARDING good grocery for sale. R. G. List, Minneapolis, Minn.

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—AGENCY FOR ONTARIO BEAN growers and shippers for Montreal and district. Write Box 175, Canadian Grocer. (3, 10, 17)

GOOD GROCERY CLERK WANTED—MUST be honest, experienced and a good salesman, with window trimming tendencies. A steady position for the right man. Apply to Box 708, Canadian Grocer.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and west of Toronto, north of Stratford to Owen Sound, on commission basis. Write Box 174, Canadian Grocer, Toronto.

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 174, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

SITUATION WANTED

GROCERY AND PROVISIONS. MAN EXperienced in family and cash trades seeks position early in October. Highest references. Box 112, Canadian Grocer office, Toronto.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars, Climax Baler Co., Hamilton, Ont.

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

McLEOD'S SPECIAL FLOUR

McLEOD'S FLOUR IS ALWAYS RIGHT

¶ McLeod's "SPECIAL" is standard for purity, quality and uniformity---McLeod's "SPECIAL" is the best flour for pastry---and best for bread baking---as milling science has developed to-day it is the most perfect product---milled from the finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat it requires less shortening for pastry and less water for bread baking---there is economy in using McLeod's "SPECIAL" it goes farther. McLeod's "SPECIAL" on the barrel is your warrant for satisfaction---because McLEOD'S FLOUR IS ALWAYS RIGHT.

The McLeod Milling Company, Limited
Stratford, Ontario.



Here's Where You Come In—

The public have now long passed the point of mere interest in McLeod Special Flour.

The uppermost question now is, "Where can we get it?"

And that's where you come in.

Cash in on the interest created in your community yourself by getting up an attractive window display to-day.

Write your nearest wholesaler or direct.

The McLeod Milling Company, Limited
Stratford, Ontario

Every Housewife

likes a change. Suggest

MAPLEINE

for delicious flavor, where flavor is needed. Makes fine syrup.



Order from
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS:

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

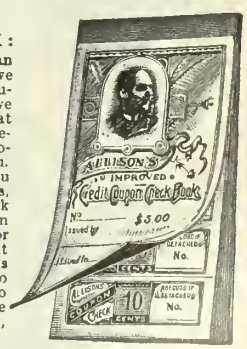
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

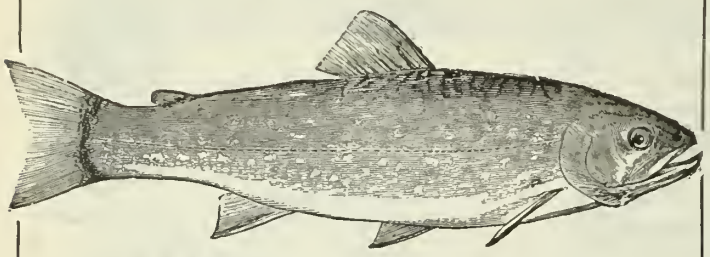
When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another hook, as you deem wise. No pass hooks, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

Caught in Canadian Waters by Canadian Fishermen



Processed and Packed by Canadians.

Transported by Canadian Companies.

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic; no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

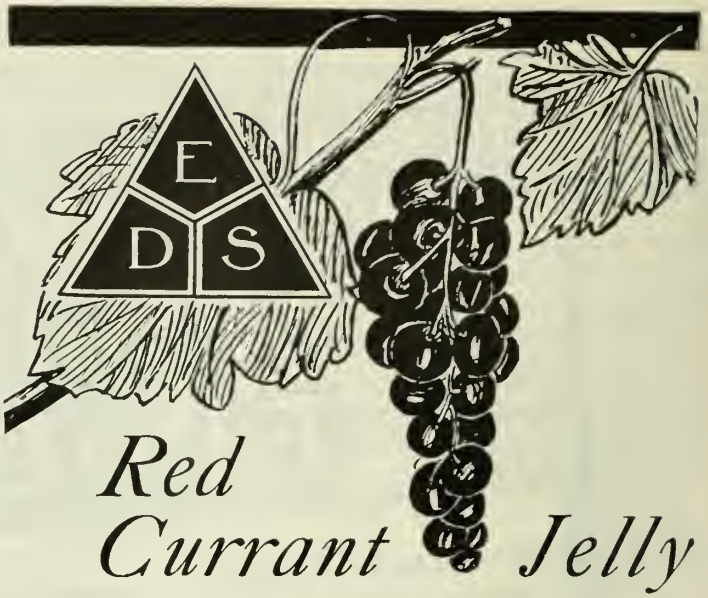
In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand ¼ Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.





Red Currant Jelly

has a delicate flavor that takes people off their guard and gets them good and fast.

The average person has a record stored away back in his or her memory deposit vault that may be more or less in favor of Red Currant Jelly as the folks used to make it at home.

The first taste of E. D. S. Red Currant Jelly just simply kicks those records all to pieces and establishes a standard for real delicate flavor that has never been equalled.

It's all in the way it's made.

The selection of fruit is the finest in the land—Winona Red Currants; the process is of the E.D.S. high standard, which is distinctly different to the old-time process, in the case of red currants.

This is the Red Currant Jelly you should introduce to your patrons right to-day. If you haven't it in stock, *write for a trial shipment.*

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

SATISFY THE BUYER

Fast practice in selling is poor policy. It does not pay to say colors match which conflict; to say that black is fast which runs; to send anyone out of your store with a purchase he will regret to-morrow.

Make the buyer go home with the idea that he has just what he wanted. There is no advertisement so lasting, so wide-reaching, so sure to grow in value, as the satisfied customer.

This has been our policy for forty-five years: And the customers of those days are our customers to-day for that reason.

We sell service as well as goods.

LAPORTE, MARTIN, LIMITÉE

584 St. Paul St. West **Montreal**

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 22
Atlantic Sugar Refineries ... 1

B

Balfour-Smye & Co. 12
Barbour & Co. 25
Benedict, F. L. 52
Betts & Co. 11
Bickle & Greening 48
Borden Milk Co. 3

C

Canada Starch Co..Front cover
Canadian Cereal & Flour Mills Co. 42
Canadian Salt Co. 49
Cane & Co. 44
Carr & Co. 49
Catelli, C. H. 43
Clark, Ltd., W. 7
Codville Company 10
Coles Mfg. Co. 9
Computing Cheese Cutter Co. 13
Comte & Cie. 52
Concord Canning Co. 4
Connors Bros. 54
Crescent Mfg. Co. 58

D

Department of Agriculture.. 14
Dominion Canners 5
Dominion Salt 42

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 6
Estabrooks Co., T. H. 13
Eureka Refrigerator Co. ... 8

F

Fairbank, N. K., Co. ..... Inside back cover
Fearman, F. W., Co. 48
Forbes & Nadeau 12
Freeman Co., W. A. 8
Furnivall-New 13

H

Hargreaves (Canada), Ltd... 9
Horne, Harry, Co. 6

I

Imperial Extract Co. 4
Irish Grocer 52
Irving, Thos. C. 52

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A. 6
Laporte, Martin, Limited .. 55
Leeuw, Henri de 6
Lemon Bros. 45
Lindners, Limited 42

M

MacNab, T. A., & Co. 6
MacLaren's Baking Powder Co. 50
Magor, Son & Co. 14
Malcolm's Condensing Co.... 10
McAuley, W. J. 6
McCabe, J. J. 45
McLeod Milling Co., Ltd.... 53
Measam, George E. 16
Mennen, Gerhard 50
Millman, W. H., Sons 6
Montreal Biscuit Co. 50

N

Niagara Fruit Growers 12
Nugget Polish Co., Ltd..... 56

O

Oakey & Sons, John 53

P

Patrick & Co., W. G. 6
Pennock, H. P., Co., Ltd.... 6
Proctor & Gamble 28-29
Pure Gold Co. 46

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 51

S

Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Proctor 11
Smith & Son, E. D. 46
Stanway, Geo., & Co. 6
Stevens, Hepner Co., Ltd.... 10
Stirling & Young 6
St. Lawrence Sugar Refining 11
Stuart, Limited 51

T

Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited ..... Inside back cover

U

Lipton Co., T. 49

W

Walker Bin Store Fixture Co. 8
Walker, Hugh, & Son 49
Watson & Truesdale 6
Wayne Oil Tank Co. 3
White & Co. 45
White Swan Co. 44
Wiley, Frank H. 6
Woods & Co., Walter 45
Woodruff & Edwards 42



AND WATCH IT SELL

AGENCIES

NOVA SCOTIA
Arthur Fordham & Co.
Halifax

NEW BRUNSWICK
C. A. Munro
St. John

QUEBEC
R. E. Boyd & Co.
Montreal

BRITISH COLUMBIA
J. Leckie Co.
Vancouver

The "Nugget" Polish Company, Limited

9, 11 and 13 Davenport Road

TORONTO ONTARIO

Orinoco Tobacco



From the old Mariner

To the young Sport

"Orinoco" is a big favorite with them all

For a nice medium strength smoke that is satisfying, full-flavored and rich, there is none that compares with "Orinoco."

Its fine fragrance is a token of its real tobacco goodness.

All Tuckett's tobaccos make a strong appeal to your men customers—very few real tobacco users do not use and appreciate them.

Why not stock a few lines and let your customers know you keep them? Suggest to your trade that the tobacco order be included in the weekly grocery list.

Order your stock from the wholesaler.

TUCKETT LIMITED, Hamilton, Ontario

FAIRY SOAP

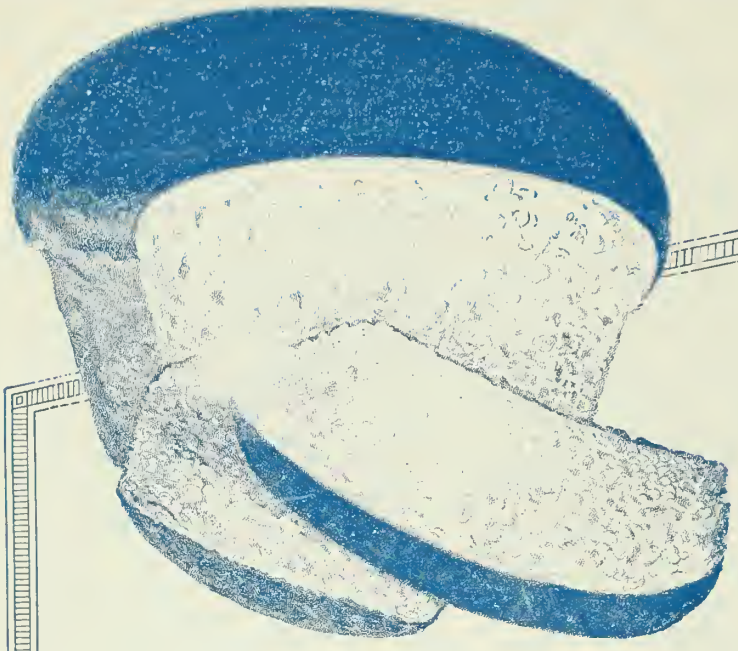


Harmless to the most tender skin—all the quality that can be put in a cake of soap at any price, is what you supply your customers in Fairy Soap at 5 cents a cake.

White, floating oval—pleasant and convenient to use. FAIRY SOAP is not only the best, but Fairbank advertising—persistent and persuasive—has made it the BEST KNOWN.

THE N.K. FAIRBANK COMPANY

LIMITED MONTREAL



Breadmaking Starts Again This Fall

It's the stuff it makes that sells your flour. Every meal on the consumer's table decides the repeat order.

Whether baked in a round pan or a square tin, the color of the crust and crumb, the general eating qualities, the nutrition, the economy in production of a FIVE ROSES made loaf have set very high the standard of comparison.

Sell the flour that scores the highest at every point—sell

Five Roses* FLOUR for Breads-Cakes Puddings-Pastries

The fires are being lighted again this autumn. Breadmaking more than ever offers you a profitable flour outlet. The contagious quality of FIVE ROSES is the strongest single force in building up a consistent flour trade.

Sell FIVE ROSES and draw a profit from every recipe in the cook book. Make sure of the trade of the breadmaker, the cake maker, the lover of puddings, and the pastry baker.

Ask your Jobbers or write nearest office

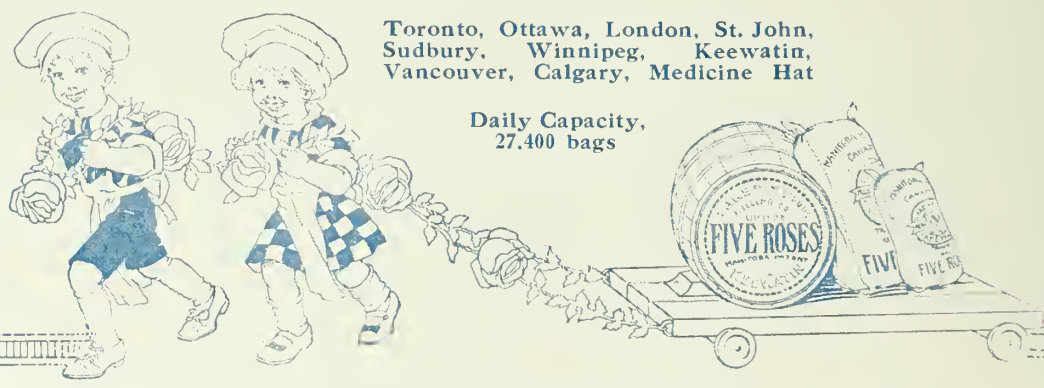
LAKE OF THE WOODS MILLING CO., LIMITED

"The House of Character"

MONTREAL

Toronto, Ottawa, London, St. John, Sudbury, Winnipeg, Keewatin, Vancouver, Calgary, Medicine Hat

Daily Capacity, 27,400 bags



LOOK at the country loaf shown above—a reduced reproduction of an actual FIVE ROSES loaf of bread, baked not by an expert, but by a plain, every-day housewife. In the famous FIVE ROSES Cook Book, 28 full pages are devoted to the baking of breadstuffs alone, showing real photographs in color of the good things your own customers can make. And already we have mailed over 200,000 books to eager flour buyers. No other miller has given such thought and money in order to simplify the salesmanship of his retail partner.

* Guaranteed NOT BLEACHED—NOT BLENDED

EXHIBITION NUMBER

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, SEPTEMBER 17, 1915 No. 38

Palatable Economy

Official Washington is authority for the statement that oysters are the only food that have not advanced in price since the beginning of the war. This statement applies to Canada with the exception of the advance made necessary by the War Tax of 7½%, which went into effect Feb. 22nd, 1915.

In addition to there being no advance in the price of oysters, so far as the producer is concerned, there is this to recommend them: that the percentage of solids the present season will exceed that of previous seasons by from 10 to 18%. In other words, the retailer will receive a product with greater nutritive qualities without an additional advance, excepting that incurred by the War Tax. There will be no advance in price over that prevailing at the close of last season.

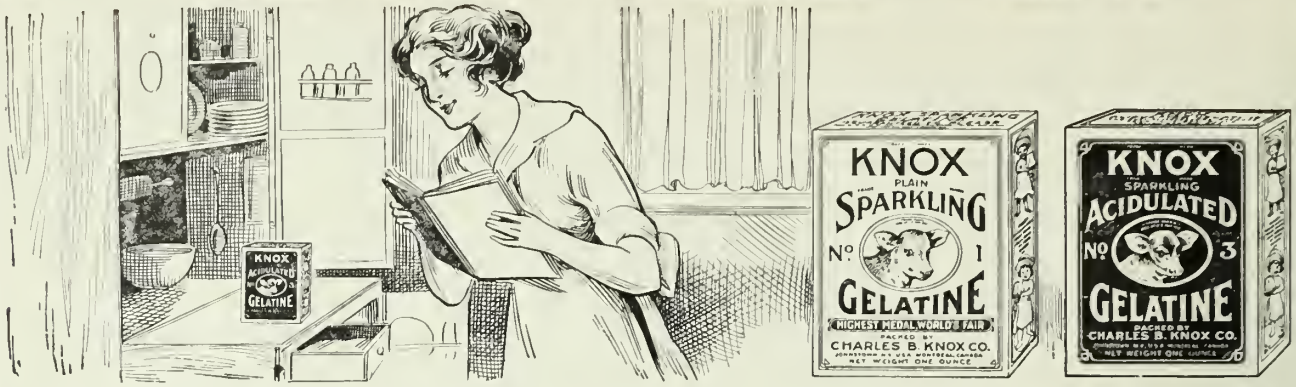
There has been a long period of non-supply, which lends to the return of a seasonable product a zest particularly appealing to the discriminating taste. The fact that the consumer can use this very palatable food with economy should contribute materially to increased consumption the present season.

We are exclusively oyster people, devoting our entire time and attention to this one thing we know best, which insures you a quality and efficiency which is unreasonable for you to expect from a house not dealing exclusively in oysters.

Connecticut Oyster Company

"Canada's Exclusive Oyster House"

50 Jarvis Street Toronto, Canada



We Teach Your Customers How to Use Knox Gelatine

We publish recipes in our advertising that show women how to make most delicious desserts, puddings, salads, candies and other dishes by using *Knox Gelatine*. Your customers are reading these recipes. Be sure that when they come into your store they see *Knox Gelatine* on display, and the result will be more sales for you. We make them want *Knox Gelatine;* all you need do is let them know you have it.

It will pay you handsomely to increase your sales of *Knox Gelatine* because every package pays you a splendid profit, and it's a steady seller at all times.

CHARLES B. KNOX CO., Inc., JOHNSTOWN, N.Y.

Branch Factory: Montreal, Canada



A Bigger Tumbler of Better Jam at the Usual Price—

WADDELL'S PURE FRUIT JAM

There never was any question of the definite advantages of such a combination of qualities. Grocers all over the country have proven by actual results that such qualities will bring larger sales and increasing sales to any grocer.

People cannot resist Waddell's Pure Jam, its flavor, its goodness, its quality. Already it is taking the lead among the better quality jams as a sure trade-builder and profit-producer.

This Fall make sure of extensive sales and worth-while profits by featuring Waddell's Pure Jams and recommending them to your customers. Your own wholesaler has the new pack on hand. Get him to supply you to-day, or write direct to

The Waddell Preserving Co., Sarnia, Ont.



Sales Helps That Help Sales

Here are a couple of our series of newspaper advertisements—reduced in size—that have been appearing throughout the preserving season in the leading publications from coast to coast. They show what we have been doing all summer to boost the demand for

Lantic Sugar

They are practical sales helps that help sales. We hope you have profited by them, and are selling more Lantic Sugar than ever.

Keep up your stock of 2 and 5 pound cartons as well as 10, 20 and 100 lb. bags.

The Atlantic Sugar Refineries
LIMITED
MONTREAL



You've Got to Get MORE Sales

MEAGRE margins and slow moving lines soon end—well, you know where. You've Got to Get MORE SALES.

Window displays, thoughtfully arranged, may help some. Counter displays, special price cards and reminders may assist. Little attentions and better service will go a long way. But you have probably used all these advantages to their fullest extent.

QUALITY is what you need. That quality which gives your customers a new idea of deliciousness and satisfaction; that makes them want more of that kind of goods—and more often.

Two safe and solid groundworks of quality on which to build for bigger sales are—

THISTLE BRAND FISH

Haddies, Flaked Fish and Kippered Herring. They are known the country over for their wholesomeness, perfect freshness and fine flavor. The exactness and care in packing brings them to your customer's table with all the deliciousness they originally possessed.

CODOU'S MACARONI

is Macaroni in its finest and most delightful state. Made by those masters of culinary art—French experts. Only the choicest of Russian Taganrok wheat is used, which is conceded as the most desirable in the world for the purpose.

Little wonder that after once using Codou's, the housewife refuses all others.

You've got to get more sales—and here's the way to do it.

Order your supplies to-day.

Arthur P. Tippet & Company

AGENTS

MONTREAL, QUE.



Get Your Ledger to Prove

that Better Sales come only from better satisfying goods. The lines that win the enthusiastic confidence of your customers make a far different effect on your sales than those that merely pass muster.

BORDEN'S Milk Products

Win your customers' earnest enthusiasm in a way that means better sales for you. The Condensed Milk, Condensed Coffee, Condensed Cocoa, each have a separate place in the smooth and convenient working of the home that cannot be replaced by any other means.

Let this attachment for Borden Milk Products turn the tide of better sales for you.

Restock to-day.

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B. C.

SUN-KIST PRUNES

REG. U. S. PAT. OFF.

SUN-KIST Prunes are the kind which makes folks say, "I never knew that prunes were so good"—the kind they come back for—the kind you build business on and the kind you can always recommend. Only the best selection of the best prunes from the best district in California where the best prunes grow are good enough for the SUN-KIST Kind.

Wholesale distributers in every territory. ASK THEM

Continental Grocery Bags

Let the fame of the name be your guide in buying.

REPUTATION is not always "a bubble"—sometimes it is a very beneficial thing—

As witness the reputation (DOMINION WIDE), of the

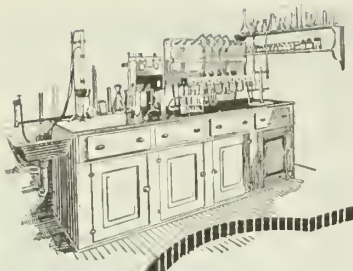
Continental Grocery Bags

Here are bags whose PRESENT PERFECTION is the cumulative result of constant effort and perfect methods in manufacture. Let this well-won fame decide your choice of Bags, and you will "close the avenue of future regrets."

The Continental Bag & Paper Co., Limited

Manufacturers **Ottawa**

Branches: MONTREAL and TORONTO
Agencies throughout Canada



CHEMICAL LABORATORY

PURITY FLOUR
More Bread and Better Bread

PURITY FLOUR TALK No. 12. To the Proprietor and his Assistants.

AN ECONOMICAL FLOUR

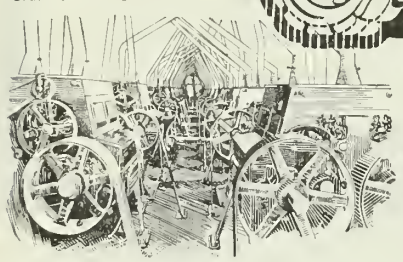
The reason that PURITY FLOUR goes farther than ANY OTHER FLOUR on the market is because of its absorptive qualities. The capacity of PURITY to take water enables the housewife to use less of PURITY and more of water in her baking.

PURITY is truly a "THIRSTY" FLOUR. It is milled from strong wheat. This quality of the wheat induces the absorption of a large quantity of water that will tighten up in the baking.

There is evident satisfaction in selling a flour which is actually the most economical on the market. The ULTIMATE and not the first cost determines the value of any commodity. It is especially true in the case of PURITY FLOUR. Do you carry this guaranteed flour in stock?

Main Offices: WINNIPEG, TORONTO, VICTORIA

GRINDING ROLLS



12

WESTERN CANADA FLOUR MILLS CO., LIMITED
MILLERS TO THE PEOPLE

Royal
Salad Dressing

MADE IN CANADA

Always Ready
Always Right

Lovers of tomatoes, and there are many of them, appreciate the delicious quality of Royal Standard Dressing.

A bottle in the house means the use of more sliced raw tomatoes, which is a most healthful, economical food.

Every last drop of Royal Salad Dressing is guaranteed to keep until used.

Stock up now and display Royal Salad Dressing with fresh, ripe tomatoes.

MADE ONLY BY
THE HORTON-CATO MFG. COMPANY
WINDSOR, CANADA



Enjoyed at the Front and at Home

"AYLMER" BRAND JAMS

In whatever clime or at whatever occupation there is a smack of delicious goodness to "AYLMER" Brand Jam that wins to it steady friends.

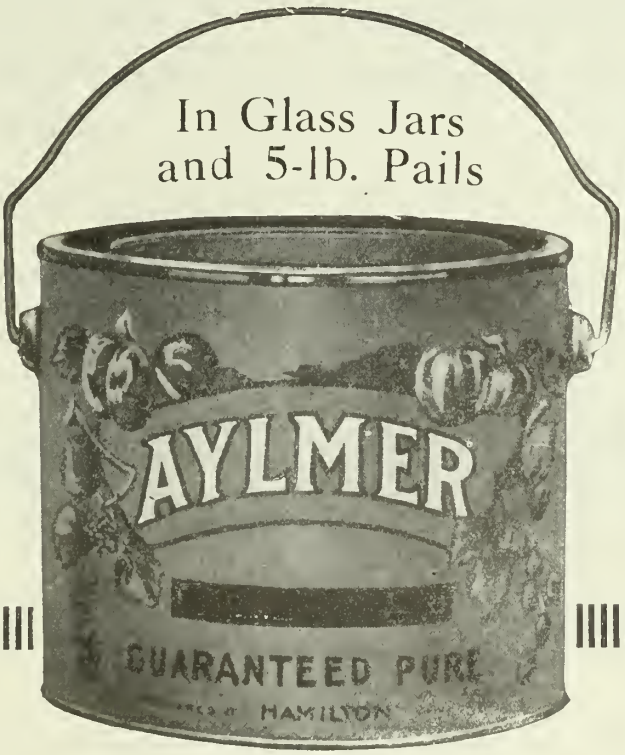
Ensure bigger and continued jam sales by getting "AYLMER" Brand into your displays prominently. Now is the time. Ask your jobber.

Dominion Canners, Limited

HAMILTON, ONTARIO

In Glass Jars and 5-lb. Pails

Desired by the Soldiers



Desired by Your Trade

A Manufacturer's Soliloquy

My business this autumn-winter must be speeded up—must go ahead 10 to 50 per cent.

The outlook is good—better than it has been for several years past.

The West has had a great crop—the greatest in its history.

In the East things are normal—prosperity reigns from Fort William to the Gulf of St. Lawrence.

All this sets the stage for big things in business.

It's up to me.

How am I to go about it?

So far as manufacturing is concerned, my factory is equal to all demands.

My goods are right—in regard to both quality and price.

This fetches me bump against this fact: I must SELL more and sell harder.

SELLING more—this is the crux of the whole matter.

Selling more means that my men must sell more and that I must add to my customers.

I can look after my salesmen; they can be speeded up. But what about customers?

I must get their ears—this first.

Then their hearts.

How can I do it?

Thanks be, there is The Canadian Grocer.

Without it, I'd despair.

With it, I see daylight.

I'll use it—to the limit of reason.

I'll use it in large spaces **every week**—that's one thing that seems as plain as a pikestaff.

And I'll use the big Fall Number for an insert—4 pages, 2 colors.

That will surely make a smashing hit.

The Fall Number of the Grocer is a sort of Old Home week. Everybody expects to meet every other body there. It's a gathering of the clans. A time and place for the blowing of one's horn.

Yes, I'll use that number of The Grocer, and all the others.

It's cheap. Any other way to get the ears and hearts of my grocery friends would be dear—and doubtful.

The Canadian Grocer—yes, most certainly.

By the way, I think I've heard that those Canadian Grocer chaps will write my copy free.

Some pretty good ads in the Grocer—better than I can write. I'll see about this.

Every one of my grocer customers can sell 10 to 50 per cent. more of my goods.

Then there are a lot of them that my men don't get calling on—too far away from railways.

Pretty good people, those country grocers. They serve a lot of people—country people—the richest in the land.

If I can sell more grocers more goods, I have my 50 per cent. increase.

I'll go to it.

Here, Miss ——, take this letter to The Canadian Grocer:

Gentlemen,—Please quote me on a 4-page insert, 2 colors, in your Special Fall Number. The probability is that I shall have a page in every succeeding issue for the next six months at least, probably permanently.

Yours faithfully,

Now Miss ——, get this letter off to-night.

CLARK'S TOMATO KETCHUP

8 oz., 12 oz., 16 oz. Bottles, 1 Gal. Jugs, 5 Gal. Bottles



NEW SEASON'S PACK NOW READY

Made from the finest red, ripe, Canadian Grown Tomatoes.

Perfect in color.

Unbeatable in quality.

Exquisite in flavor.

And above all, bears the Clark guarantee of purity. Contains no artificial coloring matter or preservatives. Ingredients are specified on label.

Get prices from your jobber or write us.

Selling prices are right. Your margin is good.



W. CLARK, Limited, Montreal

Clark's

Your Safest Investment
THE EUREKA



Safe—absolutely safe — against all loss from spoilage.

Safe against loss of customers receiving tainted food, or goods gone bad.

Safe against slow sales, for the Eureka gives you the opportunity to display goods so that they look fresh and are really fresh.

Safe against dwindled profits, and sore spirits when the month's balance is drawn up.

The Eureka is certainly your safest investment.

Write to-day for free, illustrated catalogue.

Eureka Refrigerator Company
31 Brock Ave. Limited **TORONTO**

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited
Hamilton, Canada

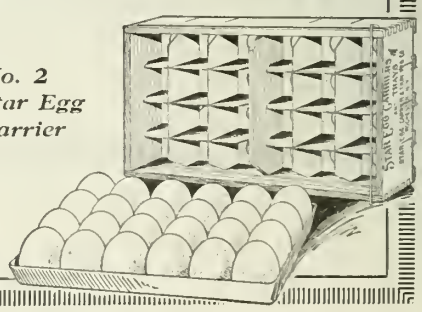


Write for a Copy of This Booklet

Particularly if you are delivering through a Merchants Delivery System

It tells of the experiences of nine grocers—all patrons of a Merchants Delivery System. How they were dissatisfied with the service given them by the Delivery Company, and held a meeting to "talk over" ways of improving it. How Mr. Stevenson, the grocer who had just come to town, showed them that the fault instead of being with the Delivery Company was entirely their own, and although they were decidedly "put out" at first, the facts were so clear that they could not do other than agree with him. And then, how they acted on his suggestion, improved the service and incidentally saved themselves dollars yearly.

It deals with the very problems that no doubt are confronting you to-day, and it tells them in a brief and interesting way. Simply say: "Send us your Booklet No. 180." It will be mailed you promptly and there is no obligation whatsoever.



No. 2 Star Egg Carrier

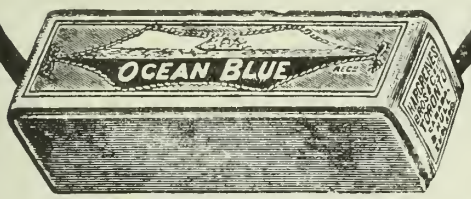
STAR EGG CARRIER & TRAY MFG. CO.
1500 JAY ST. ROCHESTER, N. Y.

When Comparison is made with any other blue, the user quickly finds there is just that extra quality and greater effectiveness in OCEAN BLUE that she has been looking for.

It is this "Out-of-the-Rut" quality which finally pulls business for

OCEAN BLUE

HARGREAVES (CANADA,) LIMITED,
33. FRONT STREET, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Donkin, Creeden & Avery, 117. Arcade Buildings, Vancouver, B C.





Indian Chief Brand CLAMS



They are the very best clams offered for sale in Canada to-day.

Put into the cans, sealed up and processed within a few hours after being taken from the clam beds, they have no chance to lose their flavor.

Order a case from your jobber to-day. You will find the price right, and also you will notice that your customers will ask for this brand again.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.

More Than Ever in a Class by Itself

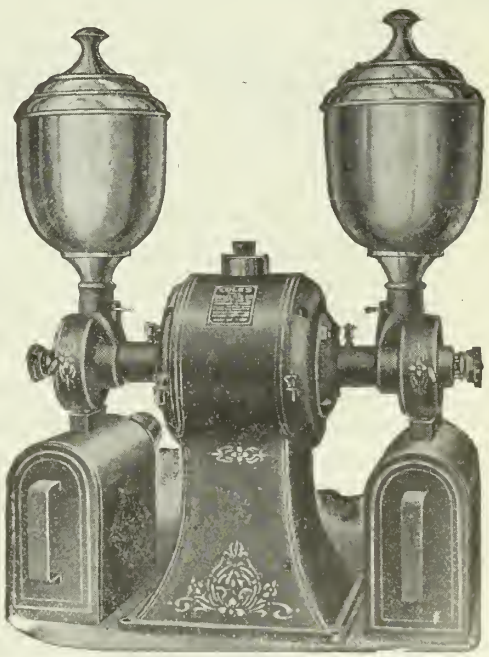
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields — Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

The Malcolm Condensing Co., Limited, St. George, Ont.



Libby's **Food Products**

are known in all parts of the world as delicacies of high quality, and unusual flavor.

Libby's foods are "put up" where the best foods attain perfection. That is why people insist on Libby's.

Libby, McNeill & Libby, Limited

GUELPH, ONT.



BUY

STARBRAND

"Made in Canada"

Cotton Clothes Lines and Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

FOR SALE BY ALL WHOLESALE DEALERS

See that you get them

BLACK JACK

QUICK CLEAN HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case

The Finest Table Syrup on the Market—

The New

Crystal Diamond Cane Syrup

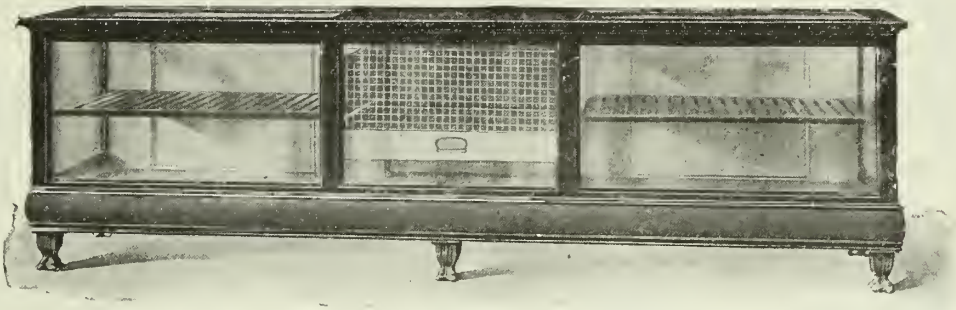
Put Up in Attractively Wrapped 2-lb. Tins

Women like to buy provisions from an Arctic Refrigerator Silent Salesman—The goods look inviting

The dry cold circulating air of the Arctic show case is your assurance that "goods well **displayed** will be **well sold,**" for they will be fresh, sweet and clean and will give absolute satisfaction.

You'll sell more perishable goods when you display them in an Arctic case.

Write for catalog and prices.



John Hillock & Co., Ltd.
TORONTO, ONT.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions
Tea Lead—all gauges and sizes
Metal Bottle Capsules—any size, color or stamping
Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

--Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

They like to come for Symingtons



the Coffee Essence that makes such delicious coffee without trouble, waste or delay; only boiling water need be added, and it's ready. Economical, too—40 cups of perfect coffee from one bottle.

SYMINGTON'S
Regd Trade Mark
COFFEE ESSENCE

is a proven seller everywhere. The liberal profit makes pushing it worth while. Order from your wholesaler to-day.

THOS. SYMINGTON & CO., Edinburgh and London

Agents: Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.





Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Praised by the British Medical Press

Wright's Coal Tar Soap has received glowing praise from the British Medical Press for its valuable antiseptic and hygienic properties.

The Famous English Nursery Soap

For fifty years Wright's has been famous throughout England as the ideal Nursery and Bath Soap.

WRIGHT'S COAL TAR SOAP

sells at 15c a cake and yields an excellent profit. If you are not selling Wright's, send your order in now.

Manufactured by

Wright, Layman & Umney, Limited

London, Eng.

WRIGHT'S COAL TAR SOAP

Canadian Agents:

Harold F. Ritchie & Co.
LIMITED

10-12-14 McCaul St.
Toronto

Furnivall's FINE FRUIT PURE JAM

Rich in that full, fresh, fruity goodness that only the choicest of fine fruits can give. Furnivall's has made jam a looked-for part of the daily diet.

The choicest of Furnivall's makes Jam more generally used. For bigger trade stock Furnivall's Pure Jams to-day.



Furnivall-New
LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**, MacLaren Imperial Cheese Co., Ltd.; **Edmonton, Alta.** — Central Brokerage Co.

HERE ARE A FEW OF

McVitie & Price's BISCUITS

established favourites from the Old Country, which every grocer should stock:

DIGESTIVE.	"The Premier Biscuit of Britain." Finest wholemeal.
SCOTTISH ABERNETHY.	The Scottish favourite.
ACADEMY CREAMS.	Rich cream-filled shortbread biscuit.
CREAMY CHOCOLATE.	Chocolate biscuit filled with cream.
OSBORNE.	The standard Old Country biscuit, delightful flavour.
RICH TEA.	Popular Scottish tea biscuit.
SMALL PETIT BEURRE.	Fine butter flavour.
BELGIUM.	Rich shortcake.
BUNTY CREAMS.	Butterfly shape, cream sandwich, almond flavour.
BUTTERETTE.	Light short-eating cracker.
ROYAL SCOT.	Ideal tea or coffee biscuit.

Recognized Official Agents in the following cities:—Halifax, Montreal, Toronto, Winnipeg, Calgary, Edmonton, Lethbridge, Vancouver and Victoria.

GENERAL CANADIAN REPRESENTATIVE:

Mr. Sydney Owthwaite, 10 Vaudreu l St., St. Pauls Street East, Montreal



INSIST on Anchor Caps

To go along with goods of doubtful security on your shelves is leaving too much to chance. The condition of the times demands that you make as frequent turnovers as possible in the shortest space of time.

Anything that tends to arouse the customer's confidence in the lines you carry is worthy of deep consideration.

People have come to know that goods sealed with Anchor Caps possess all the rich flavor and delicious goodness the maker intended. They know such goods will always prove highly satisfactory. Naturally a strong preference for goods with Anchor Caps has grown up all over the country. People buy more goods more often when they know they are sealed with the positive security of Anchor Caps.

Why let uncertain seals keep bigger sales and better turnovers from you? Your wholesaler can supply you Anchor Caps on any goods you wish to handle.

INSIST on Anchor Caps to-day.

Anchor Cap & Closure Corporation of Canada
LIMITED

Sudbury St. West, Foot of Dovercourt Road TORONTO, CANADA



I SAY!

The Same Terms for all Retailers

There are no "cut prices"—no special discounts—no secret rebates to dealers on "Windsor" or "Regal" Salt.

Every Retail Grocer pays his jobber what all the others pay—aud they buy only through the jobbers.

The price aud the quality are guaranteed and upheld.

It is this strict adherence to quality which has built up the enormous demand for "WINDSOR" AND "REGAL" TABLE Salts. Practically everybody in Canada uses them. For the sake of some "cut price" (which may not be as much as the discount allowed a competitor) a Grocer has got to overcome the universal preference for "WINDSOR" AND "REGAL."

Can you do it—can you afford to try to do it—is it worth while—isn't it easier and more profitable to handle standard, reliable, one-price brands like

"WINDSOR" AND "REGAL" SALT

The Canadian Salt Co., Limited, Windsor, Ont.



Brushes for Every Household Use

"KEYSTONE" Bring the Customers

From shoe brushes to shaving brushes, through every other kind that can be used in the house.

But there is only one quality in all Keystone Brand Brushes, and that is the best we can make at the figure—the kind that will bring customers back for more.

For prices, etc., write

Stevens-Hepner Co., Limited
Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes



The Melagama Exhibit

THE Melagama booth in the Manufacturers' Building made a unique appeal to the 864,000 visitors who went to the Canadian National Exhibition to see and to learn. This booth, because of its size, imposing position and the attractiveness of its display, commanded the attention of the visitors. But this year the interest aroused was of a deeper and more sincere nature than that displayed in former years. This is due in no small part to the upheavals in the tea market during the past year. The fluctuations in price have had the effect of educating the public to a better appreciation of tea flavors and values. The majority of the visitors in other years were users of 30 and 35c grades; this year 40c grades were predominant, while there was a most noticeable increase in the users of the higher grades. This is significant and suggests a keener interest in tea qualities on the part of your customers, and is well worth anticipating.

Considerable interest was shown in Melagama Coffee, due to the new process in grinding this excellent coffee. A dust and chaff removing machine has been installed by Minto Bros., Ltd., which removes all the dust and chaff, which are responsible for the bitter flavor, leaving only the clean-cut grains and giving a pleasant, mellow flavor that is greatly appreciated by all coffee epicures. Melagama Coffee is steel-cut, making a uniform and clean-cut grain. This improves the brewing, giving better quality in the cup.

Miniature sun umbrellas, made from the allied colors, red, white, blue and yellow, were given away at the Melagama booth, and were very popular with the visitors.

The exhibit should have a great influence on the buying of those who visited the Big Fair, and it will be well for you to prepare for it. Minto Bros., Ltd., report that a large number of grocers placed orders at the booth. Any further information about Melagama Tea and Coffee will be cheerfully furnished by Minto Bros., Limited, Front St. East, Toronto.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario

Prompt Service.

W. G. PATRICK & CO.
Limited
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto

STIRLING & YOUNG
General Brokers Phone Main 4331
506 C.P.R. BUILDING, TORONTO
A Good Agency will receive personal attention.
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Grocery and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

W. H. Escott Co.,
LIMITED
Wholesale Grocery Brokers and Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A. B. C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

ADVERTISING.

Advertising in a trade paper is simply stating openly who you are and what your business is. It is pointing out to the readers that you have something of service for them, a commodity of usefulness to profit both you and them. The only men who do not advertise are those who have nothing to offer. They are dead, even if they do not know it.

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

Try it out

A WANT AD IN THIS PAPER WILL BRING REPLIES FROM ALL PARTS OF CANADA.



Your customers like this kind of raisin bread because it is made with this kind of raisins



Mr. Grocer:

The enormous publicity campaign of the California Associated Raisin Company will increase the demand for both raisin bread and package raisins. You will get the greatest increase in sales if you sell

California Raisin Bread

Made With SUN-MAID Raisins and

SUN-MAID Raisins in *packages*

We are spending $160,000 to increase our business by *first increasing yours.*

By means of a big, convincing, comprehensive campaign we are teaching the housewives of America to buy from you more California Raisin Bread and more Sun-Maid Raisins. Wholesale bakers also are going to advertise this bread. They will advertise *your package goods* because they will advertise *Sun-Maid Raisins.*

This selling campaign is just being started. You have seen the first full-page advertisement in The Saturday Evening Post and The Ladies' Home Journal. Others will follow throughout the fall and winter. Altogether *nine full pages* will appear this season in The Saturday Evening Post and *two full pages* and *two half pages* in The Ladies' Home Journal.

And this is just the *national* part of the campaign, consuming only a minor part of the sum we are spending to make people buy a profitable specialty from you. Our local promotion work will help you specifically in your sales of raisins and raisin bread.

How To Get Maximum Results

This campaign of ours will make some money for you anyway—whether you identify yourself definitely with it or not. But it will help you much more if you sell raisin bread made according to our prize recipe so that your product can be known as "California Raisin Bread, made with Sun-Maid Raisins."

California Raisin Bread, made with Sun-Maid Raisins, is so delicious that it *advertises itself* — and it advertises Sun-Maid *package* raisins as well.

Sell This Bread

Your wholesale baker can supply you with California Raisin Bread, made with Sun-Maid Raisins. We suggest that you get in touch with him at once on this—also ask your jobber about Sun-Maid package raisins. Send us this coupon —get the whole plan. Learn how you can make our huge investment bring more business.

MAIL THIS COUPON TO OUR NEAREST OFFICE

72

Coupon

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins.

Grocer's Name .....

Street .....

City .....

California Associated Raisin Co.

Home Office, Fresno, California

Hearst Building, Chicago **113 Hudson St., New York**

[81]

Robinson's "Patent" Groats

will start with the cool weather to come in for its share of the demand for a body-building food for mothers, invalids, children.

Though it has a big all-year-'round sale, Robinson's "Patent" Groats sales are the largest during the Fall and Winter, owing to its greater strength and its heat-producing qualities.

Now is the best time to start in displaying and calling attention to this fine old English cereal. Introduce this food to mothers for themselves and their children. It is especially prescribed by eminent physicians for invalids and for those whose systems resent heavy foods, but who require body-building and strengthening nourishment.

Order your supply of Robinson's "Patent" Groats to-day. Display it.

Order from Your Wholesaler if Your Stock is Low

MAGOR, SON & CO., Limited

191 St. Paul Street W., MONTREAL — 30 Church Street, TORONTO

AGENTS FOR THE DOMINION OF CANADA

DOMINION OF CANADA

DEPARTMENT OF AGRICULTURE
FRUIT BRANCH

PEACHES—

HAVE YOU MADE THAT SPECIAL EFFORT to sell more CANADIAN PEACHES?

If not, DO IT NOW; the peach season will soon be over.

If your customers have all they need for their own use, a reminder in the form of a poster that the RED CROSS SOCIETY or the local HOSPITAL would appreciate a few bottles of jam this winter, should sell more peaches.

CANADIAN GROCER

VOL. XXIX TORONTO, SEPTEMBER 17, 1915 No. 38

Pepper and Pepper Shells

How Many Retailers Know What They Are Buying and Selling?—Story of a Consumer Who Made an Important Discovery—The Pepper Refused to Leave the Duster—What Was the Trouble?

Written for Canadian Grocer by H. F. Sterling.

HERE is a true story about pepper. It is a story which carries with it a very significant meaning to every retail dealer.

A good customer of a certain grocer in an Ontario town had been buying pepper from him ever since she had moved into the district, a couple of years ago. She, of course, bought other goods as well, but in so far as this article is concerned, pepper, and black pepper at that, is the line under discussion. It may, of course, have been that for a long time there was nothing the matter with the pepper, but of late the customer made a very important discovery. Pepper had recently been put into the pepper duster, but for some unaccountable reason it wouldn't shake out again. It seemed as if it were being used up in a remarkably rapid manner. Whenever the pepper refused to come out, more was put in, until finally the thing began to look like the bottomless pit, and so an investigation was made. The end of the shaker was opened—it was the variety that closed up with a cork—and the pepper emptied out on to a sheet of paper. The revelation was somewhat startling. Usually when one is placed in front of any quantity of pepper he begins to sneeze. This pepper, however, did not have this natural result. A closer inspection was made, and it was found that the pepper had congregated into large lumps, which would not separate unless pressed by the hand. There was, in fact, very little pepper taste to this stuff. It smelt and tasted woody. What was the trouble?

The pepper was finally sent to a spice manufacturer, and in a moment he pointed out that it was nearly all pepper shells. This is what the consumer in question was attempting to get through the pepper shaker to apply as a seasoning to the potatoes and meat. The same customer went into another grocery store and asked for some pure pepper. The grocer did not have any in packages, but produced some from a can. He thought it was pure, and had no reason to think it wasn't. That was all he knew.

Do Retailers Really Know?

The question arises here as to how many retailers know what kind of pepper they are really buying. Of course, pepper may be "pure" and still contain some pepper shells. However, this certainly does not improve the quality. It means that more pepper must be used to produce the same effect as would be secured by a real good, pure, high quality pepper. It will be realized by everyone that a customer who finds that she has been purchasing pepper shells for pepper is not going to have the same confidence in her grocer as before. Pepper is not an article which requires a great expenditure of money in a year, so that when a consumer does buy it she wants it to be good.

Does the retailer ever stop to think why it is that a salesman in pepper often offers him "pure" pepper ground at a less price than whole pepper? It undoubtedly costs money to grind whole pepper, and, therefore, why is it that it can be sold more cheaply ground than whole? As a traveller selling among other things pepper, and as one who is anxious to see the retailer deal only in the highest quality goods, I have had much experience in so far as this line is concerned. One time while I was in British Columbia a retailer asked me to quote him on whole and ground pepper. I, of course, quoted him a higher price on the ground. That man actually shook my hand and said that I was the first traveller who ever came into his store who had quoted him a higher figure on ground pepper than on whole. It is a very easy matter for a retailer buying pepper to ask for a price on both ground and whole, and he can easily see by the price on the former whether he is getting a pure, high quality pepper or not.

The Price is Forgotten.

Every retailer appreciates the fact that a customer who has purchased a poor quality of pepper never remembers the price she pays for it, but she always remembers the fact that the pepper itself was no good. As I noticed in an article in Canadian Grocer a few weeks ago, it is the dealer who purchases and

KNOW WHAT YOU BUY.

In connection with the accompanying article it is interesting to note that recently one shipment of pepper shells from the United States into Canada amounted to no less than 50 tons. Of course it should be remembered that in Canada pepper shells are permitted to be used, but as they are cheaper in price than good pepper they are used to cheapen the ground article. Retailers ought to know what percentage and of what quality the pepper shells are.

A spice manufacturer recently told Canadian Grocer that not so long ago while in the United States he was offered spent cloves at any price he cared to name. In the United States spent cloves are not allowed by the food laws and it is quite likely that some of these find their way into Canada. Retailers should certainly KNOW what they are buying. Low price doesn't always make the cheapest goods.

sells quality goods in every instance who is more sure of making an outstanding success in the grocery business. The man who caters to price—who buys the goods because they are cheap—is almost sure to have the cheap and shifting class of trade. He is the man who may get a few new customers in a year, but he is also the man who is pretty sure to lose more than he gets during that year.

If I were a manufacturer myself I would certainly spend every ounce of my surplus energy in urging the trade to purchase only the high quality goods; and if I were a retailer I certainly would endeavor to sell only high quality goods, and know exactly what I am buying and selling. I would deal with the firm who dealt squarely with me, and gave me every dollar's worth of goods I paid for and who made no endeavors to deceive me by short weight, short packages or other methods which were not strictly honest. I would certainly know what I was buying. Every retailer is entitled to know whether he is getting pepper shells, ground in along with the pepper, or whether he is getting the absolutely pure, high-quality article. He should know, too, whether spent cloves are being palmed off on him instead of the clove with the original oil. If he doesn't know this, he in turn is going to deceive the consuming public, who place their confidence in him by purchasing his goods. Link up with that manufacturer who tells you straight what you're getting—whether it be pure, high-quality pepper or a mixture of ground pepper and pepper shells. Then there can be no deception. The manufacturer who keeps back something the retailer should know is not a safe man with whom to do business.

Careful Buying of Nuts This Year

With Crops Heavy in All Lines, There is a Possibility of Lower Prices Later on, Especially as the Demand Has Fallen Off—Opening Prices About the Same as or Lower Than Those of Last Season.

TAKEN all round, nuts will be much cheaper this year, and no difficulty should be experienced in getting supplies if shipping facilities are at all good. There is a possibility, however, that retailers will have the same experience this Christmas as they had last, as regards securing supplies of new shelled walnuts.

Walnuts require to be picked, cracked, and then must go through a long process of drying. If the latter operation is rushed, there is a danger of the nuts becoming mouldy. The reason for the delay last year was that the expert dryers were mostly at the war, and the work was done by women. If these have acquired sufficient experience, there may be no delay this year. It will be remembered that labor difficulties at Liverpool had something to do with the acute situation of last Christmas. A big demand comes from manufacturers of confectionery, who would like to get a supply of new stuff on the market for Christmas trade. Importers state that it will be necessary for them to use fresh-cracked nuts, as it will be impossible to get new stuff here in time for them.

Lower Prices on Shelled Walnuts

However, that's looking a long way ahead. The retailer is probably more interested in the nut situation to-day. At present, spot stocks of shelled walnuts are rather scarce, and are bringing fairly high prices for good stuff. No lower prices need be anticipated until the new crop is ready in November, which is due to arrive here early in December. Importers state that the price of new shelled walnuts will be about two cents lower than that of old stuff, and will be about four cents lower than last year.

The lower price is due to a very large crop in France. The quality is not better; in fact, the quality is not good at all, nor was it good last year. Many of the nuts sent to this country last winter were rejected, and are now, more or less, a little off. This is probably due to the incompetency of the driers, the expert hands, as stated before, having gone to the war.

An Important Line for Canada

The market for shelled walnuts is becoming an important one in this country. It is not many years since they were used only for topping chocolates. Now they are a necessity, and are found in every kitchen. Every drug store uses them for sundaes, and it is astounding the amount consumed in this manner. Women use them for sandwiches, salads, and in a multitude of ways. In other words, shelled walnuts, which were a luxury ten years ago, are now a staple line. Importers state that the trade in this line has doubled in the past five years in Canada, whereas it has increased little, if any, in filberts and nuts in shell. Also, the price has advanced with the increase in demand. Whereas ten years ago thirty cents was considered an outside price for the retailer to pay, he often pays as high as 45c now, to-day's price being close on 40c.

Good Crop of Almonds

The market on shelled almonds has opened about the same as a year ago, and the crop is a very good one. First shipments are being made this week from Spain. Tarragona almonds have opened almost identically the same as last year as regards quality, crop and cost.

Shelled pecans opened high as usual. They are never cheap; there is not enough to allow them to be cheap. They go chiefly to the high-class trade. Where a manufacturing confectioner will place an order for 20,000 lbs. of shelled walnuts, he will order only a hundred pounds of shelled pecans. Their use is chiefly for decorating chocolates, and at that they are used only occasionally. Usually, shelled pecans retail for $1 per lb. There will be plenty on the market this year, with no reduction in price as far as can be seen at present.

Filberts have opened this year on about the same basis as 1915, and the first shipment will be made from Sicily this week. Retailers will find prices about the same as last year, as from present appearances there is not a half cent difference in the cost.

Big Peanut Business

There has been a big drop in peanuts, and prices are lower in France, Java, Spain and in Virginia. In Virginia, prices are almost on a parity with import prices. The demand for peanuts has grown so much in recent years, importations now amount to over 3,000,000 lbs. per year. Peanuts are used for peanut butter, peanut brittle, salted peanuts, peanut bar, and the demand is almost constant in the primary market throughout the year. Orders are received every day in the week.

Brazil nuts are very dear, and are almost a negligible quantity when discussing the nut situation. While the demand is heavy in the United States, it is comparatively small here. The price has a lot to do with this; whereas the retailer can buy peanuts for 10c per lb., Brazils cost him 60c. The price makes

(Continued on page 49)

The Time to Sell Peaches

Good Trade in Store in This and Other September Fruits For Those Who Make the Best Displays—Fruit Season Will Help Boost the Turnover and Profits of Careful Dealer.



A fruit window suggestion showing careful and attractive arrangement.

WITH the exception of a few fruits, Canada is pretty well blessed this year with good crops. The peach and the plum season are now in full swing and the grape season will be on in a short time. Apples are going to be a short crop, but with a splendid crop of peaches, the retailer has a fine opportunity to urge upon the consuming public the necessity of laying by a big store for the coming winter.

The Power of the Display

The peach is an article that can be easily preserved, and it tastes just as good that way in the middle of winter as in the fresh state in the autumn. Now is the time for the retailer to sell peaches. The price is quite reasonable and the consumer is susceptible to suggestions. There is no question that the fine display of the retailer is the greatest silent salesman to-day insofar as fruit is concerned. The display has no rival as a selling agent apart from personal conversation. It would, in fact, be very interesting to know just what quantity of peaches would be sold during a year if the consuming public were forced to purchase their supplies direct from the grower. It is the appetizing display in the grocery store window that sells the goods and the more fruit displayed, the more will be sold.

There are various methods for selling peaches. One thing, however, is certain to be of great assistance and that is the selling ahead of actual supplies. This is, of course, resorted to more in the smaller towns than in the larger cities where supplies are easily get-at-able.

"I always make it a point," stated a retail dealer in a Western Ontario town recently," to sell ahead as much fruit as possible. Often I have orders for 40 and 50 baskets of peaches before I send my order to the wholesale fruit man. This means that I am sure of the sale of that many baskets. Of course I always order quite a number more because I know that the window display is going to be a sure medium for the sale of many more. But you can readily see the fact that I have sold so many ahead is sure to assist me greatly in purchasing. It prevents any great amount of overbuying, and overbuying and the consequent waste is one of the greatest avenues of loss in so far as the sale of fruit is concerned."

Get What's Going

Every retailer is agreed upon the selling power of display in fruit. From now until the end of the season every dealer should make the very most out of his window. During times like these it is well known that the usual quantities of high-class luxuries are not being sold. Peaches, plums, etc., are cheap, and a most healthy and wholesome food. Now is the time to get all the businesss that's going.

To List Property Owners

Proposal of Saskatchewan Executive of the R.M.A.—Meeting in Moose Jaw to Hear Reports From Dominion Board Convention—Bankrupt Stock Problem.

MOOSE JAW, Sept. 14. — Important matters of interest to the retailers of Saskatchewan were discussed in the meeting of the Provincial Executive of the Retail Merchants' Association held here recently, at which J. L. S. Hutchinson, Provincial Treasurer, and F. E. Raymond, Provincial Secretary, of Saskatoon, were present. Their report as delegates to the Dominion convention was presented and endorsed and a hearty vote of thanks accorded to Mr. Hutchinson and Mr. Raymond for the work they had done.

The Executive also expressed itself as in complete accord with the resolution passed by the wholesalers of Regina in favor of the repayments of advances to farmers for their seed grain being extended over a number of years, and opposing the policy announced in the letter sent by J. Bruce Walker on behalf of the Government to farmers who have received assistance.

The proposal that an alphabetical list of property owners be got out by the Land Titles Office for the benefit of the retailers was again taken up, and it is intended to approach the Government with the object of this being done. They believe that this will be of assistance not only to the retailers, but also to the Government officials in carrying out their duties. They do not intend to ask for a free service, but anticipate that a reasonable sum will be charged for every search.

Handling Bankrupt Stocks

The executive is also trying to bring about the appointment of an official assignee or the establishment of a bankruptcy court whereby bankrupt stocks can be more equitably handled so that the interests of both the debtor and the creditor may be safely guarded.

A report was also made on the progress of the Retail Merchants' Mutual Fire Insurance Co. J. W. Black has now been placed in charge of the insurance end of the association. His duty is to check the policies for errors, see that policies run concurrently, and check rates, and the officials are anxious that retailers should take advantage of this section of their work, whether members or not.

The cost of re-registering execution was also discussed. Under the present law an execution must be renewed every two years, and it is felt that this adds very considerably to the costs and that when once a judgment is registered it should stand until it is paid off. The opinion is that an execution should hold good as long as a judgment.

The amendment to the Exemptions Act passed at the last session was also under discussion. Mr. Raymond stated that he knew of one case where no less than $15,000 was covered by chattel mortgages, but that, under the amendment, this was practically wiped from under the merchant's feet, and this was only one out of a hundred on a similar basis. The merchants do not consider this a fair piece of legislation. They are always pleased to do a cash business, but they do not consider that the law should be retroactive, and many farmers have expressed the opinion that this amendment will not be to their advantage. The executive intends to take the matter up with the Government.

Credit Rating of Customers

Toronto Grocers Discuss This Question—Book For Members Proposed——Weekly Half-Holiday Year Round is Being Advocated.

TORONTO, Sept. 15.—(Special.)—The chief point under discussion at the regular meeting of the Grocers' Section of the Retail Merchants' Association of Toronto on Monday night was the question of a credit rating of customers. It has been felt for a long time by many merchants that some credit rating system should be devised whereby a retailer would know exactly whether to give a customer credit or not and how much and for how long a time. In fact, some of the sections of the Retail Merchants' Association have gone into this matter thoroughly, and claim that the benefits are great. For instance, nine furniture dealers in Toronto got together some time ago to provide a list of names of customers with their credit ratings. In a short time some 4,000 names were submitted to the head office of the R.M.A.

If the grocers desire to do a similar work they will be able to easily secure thousands of names with ratings, and they believe if these are published in a book for members it will be of great value in preventing credit losses. Some of the members think that for a small monthly fee this book can be gotten together.

The matter was referred to the executive, and will be reported on again at next meeting.

D. W. Clark brought up the question of a weekly half holiday the year round instead of only during the summer months. This met with considerable favor from the members present, and it may be that we shall see the grocers having Wednesday afternoon all over Toronto during the entire year. At the present time many of the grocers and other merchants of West Toronto close during the twelve months. A resolution to the effect that the association take up this matter and decide one way or the other will be discussed at next meeting.

WATCHING THE FLIM-FLAMMERS

In an interview recently in Saskatoon, J. L. S. Hutchinson, Provincial Secretary and a member of the Dominion Board, said regarding watching "sharks," etc.:

"The Provincial office of the Retail Merchants' Association is continually being asked by the members of the Association throughout the Province for a report as to the standing or reliability of some concern by whom they have been approached for support in one way or another, but very often by being asked to subscribe a certain amount for services to be rendered or to float some scheme claiming for its purpose the betterment of the retail traders. In very many cases the association has found upon investigation that the merchants were well advised in referring to them, as had the merchants subscribed they would simply have been out of pocket whatever money they paid over, with no possibility of realizing anything from it. In other cases merchants have been persuaded to pay over their money and then when they found they were getting no results, have appealed to the Association for assistance. In other cases again many merchants subscribe to anything that comes along without referring to the Association at all, and as a result are out a considerable amount of money each year, which could be used to much better purpose.

"The country is overrun with plausible sharks and the 'easy marks' are their first victims. They appear to have the knack of knowing who these are. Every retail merchant should bear in mind that this association helps its members in this regard in every possible way."

The West Hard At It

Optimistic Report Received From Eastern Manufacturer — A Bountiful Harvest and Real Estate Conditions Righting Themselves—A Great Tourist Traffic— Production the Watchword.

THE manager of a large Eastern Canada manufacturing establishment who is in the West, in writing the editor of CANADIAN GROCER, refers incidentally in the following terms to Western conditions and prospects:

"This is my first trip through to the Coast, and it has been an education to me. If you have not yet made the trip, it is a pleasure in store for you.

"One could not travel through the West, stopping off at the principal cities, as I have done, without being greatly impressed with the vastness of the country, and its wonderful possibilities, as yet undeveloped. In the past few months I have traveled from coast to coast, touching every province in the Dominion, and nowhere have I found them "harder at it" than right here in the West. It is true that the cities have felt the depression, and many merchants are suffering from an apparent lack of capital, caused no doubt by over-hasty expansion, resulting in high rents and a consequent abnormal cost of doing business, but it is to be hoped that is only temporary, and it looks as though general trade will be greatly relieved when the wonderful crop of 1915 is harvested. The ideal weather prevailing throughout the West during the past few weeks has removed any uncertainty as to the harvest being as bountiful as was anticipated, and any slight frosts that might occur now will only tend to harden the grain.

"The tourist traffic they tell me is greater than ever before. Everywhere one hears the most pleasing comments, especially from Americans, regarding our beautiful farming country and wonderful opportunities. This is all bound to have a direct bearing upon immigration, and the indirect benefits from such advertising cannot be calculated in dollars and cents.

"Speaking of general conditions, it appears to me that the marvellous optimism that pervades the West, must win out, especially as now there is a vast difference between "optimism" and "wild-catting." One has only to talk to the dealers as I have done, to learn that good, legitimate business is receiving more attention to-day than at any time in the past. The kind of attention that produces results. Real estate is taboo, and there can be no question but that the change is for the better. There is hardly a city but what has suffered a decrease in population, but this is only a natural sequence to the boom of a few years ago, and the situation will undoubtedly readjust itself in the near future—not too quickly it is to be hoped, because I feel there is more to be feared from an immediate revival of the old policy than from a continuance of the new. Let us rather gradually assimilate the new idea, and when the substructure of our business methods has been rebuilt and thoroughly established, then we can turn our attention again to expansion, and the result will be all that could be expected.

" 'Production' just now is the watchword throughout the West, and it is to be sincerely hoped that the importance of that word will be so impressed upon the mind of every business man in Canada, that there will be no room for anything else for a long time but plain, hard, unadulterated 'work.' "

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atahek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. **TORONTO, SEPTEMBER 17, 1915** **No. 38**

COURT FAVORS PRICE MAINTENANCE

THERE have been numerous test cases from time to time in the United States on whether the manufacturer of a proprietary or patented article has the right to fix the price to the consumer or not. Some of these have resulted one way and some the other. Of late, however, it would appear that the courts of the United States are becoming more and more favorable to the price maintenance plan. This is evident by the recent decision of a Judge in the United States District Court at Chicago, who upheld the plea of The American Graphophone Co. against the Boston Store of Chicago, a large department establishment in that city.

The Boston Store had entered into an agreement with the Columbia Graphaphone Co., selling agents for the American Graphaphone Co., agreeing to maintain the established prices on phonograph records but instead of adhering to the contract the department store advertised and sold records priced at 65c and 75c for 35c. Suit was brought against them to compel them to stop the price cutting and the court, in substance, held that the manufacturer of a patented article has the absolute right to govern the price at which his product is to be sold to the consumer when such product is sold to the retailer under a fixed price contract. The court also declared that the Sherman law did not apply in such a case.

While this refers to a patented article there is no doubt that it will be considered a precedent in so far as a proprietary article put out by a foodstuff manufacturer is concerned. It recognizes the legality of a price-fixing agreement between manufacturer and retailer and upholds the theory that property in the form of patents constitutes a form of monopoly which is authorized by law in the United States. Following as it does the recent decision in the Cream of Wheat case this decision is one that will further strengthen the position of the adherents of price maintenance and it is likely to have considerable bearing towards the passing of the Stevens' Bill at the next Congress which is purposely designed to legalize price maintenance.

MAIL ORDER EXPANSION

IN recent advertisements in the Toronto papers The Robert Simpson Co., Ltd., department store proprietors and mail order house, announced that they were erecting a new building in Regina, Sask., to look after their Western mail order business. This is a very significant thing for every retail dealer and particularly those in Western Canada to-day. Why is it that we see so many mail order houses expanding all the time while a great many retailers have a difficult job to show any advancement at times?

This question may be a fairly complicated one, but one thing is sure, and that is if the retail dealer goes after trade as strenuously and aggressively as the mail order house, he is not going to give the catalogue institutions much of a chance in so far as his customers are concerned. While it does not seem exactly right that a mail order house should draw large amounts of money from various communities all over the country without paying anything towards the maintenance of those communities, nevertheless it is legitimate business, and it is up to the retail merchants to counteract this so far as lies within his power.

The dealer, of course, of to-day has to be careful

to go after only that trade which will be profitable to him. The mail order house does business on a straight cash basis. While it is not absolutely necessary for ever retailer to do this, it is necessary that every dealer be very careful to whom he grants credit. Let him go after the trade that is absolutely sure and go after it strongly with good goods and fair prices, and he is bound to get his share of what is going.

THE RETAILER A NECESSITY.

THE Bureau of Markets of the United States has recently issued a report to the effect that middlemen are essential to the economical distribution of farm products. This contention has been put forward by Canadian Grocer for years. The idea that the farmer is going to sell as much fruit and produce direct to the consumer as if these goods went to the "corner" grocer is absurd on the face of it. It is an established fact that cannot be contradicted that people to-day buy largely what they see. The "sight-unseen" game may be played to a large extent in so far as real estate is concerned, but when it comes down to foodstuff it is tabooed.

Many people urge that business be done direct between the farmer and consumer but they do not give any thought whatever to the problem of getting into consumption large quantities of goods. People will no doubt purchase direct in this way to a certain extent but the majority of them are going to think twice before they send out to the farm for a pumpkin, a quarter's worth of turnips, a basket or two of peaches, etc. On the other hand they now see these goods in the retail dealer's window or store and they purchase them. The more there are shown the more will be purchased. It is pretty nearly a safe bet that not one-tenth of the farm produce would be sold to-day if there were no retail stores. It would almost mean that the produce and fruit farmer wonld have to go out of business.

The discovery of the Bureau of Markets of the United States while late, is nevertheless reassuring and should put a stop to a great deal of the nonsensical talk about people buying their goods direct from the farm.

POOR APPLE PROSPECTS

FROM all indications there has been no improvement in the growing apple crop situation. In Nova Scotia, according to the Department of Agriculture at Ottawa the crop will be rather poor in quality and probably will not average more than 30 per cent. of No. 1 apples. There has too been so much wet weather in Ontario that fungus growths have presented themselves which also tends to lower the quality. Fruit men believe that, taking Canada as a whole this year, it will be a record year from the standpoint of low production and poor quality.

In the counties north of Lake Erie and on Lake Huron and inland from there to York County the crop is a very light one—30 per cent. of 1914 is the estimate. Many term the Western Ontario crop almost a complete failure. There may be a 20 per cent .crop of the fall and winter varieties but the quality, owing to the wet weather has been greatly reduced and there will be very little fruit of No. 1 quality leave that district. The crop bordering on Lake Ontario and north to Georgian Bay and Sharbot Lake shows up a little better than that of Western Ontario. East of Toronto to Cobourg the crop is represented as being about 40 per cent. of last year. East of Cobourg it is heavier and of better quality and should reach 50 per cent. of 1914. In Prince Edward County the estimate is now less than that quoted last month with scab developing rapidly in unsprayed orchards. Russets and snows are well loaded and making very good growth and where sprayed the fruit is clean. Naturally buyers have been active in this district and some sales have been made to Western buyers at $2.50 to $2.70 for No. 1's and 2's.

The district around Ottawa and east to the Province of Quebec does not show up much better than elsewhere in Ontario. In Quebec Province the apples are clean and well colored but the crop is light there as well. Conditions in the Annapolis Valley have not shown any improvement until recently when the weather has been more favorable to the coloring of the fruit. Fruit there is now sizing up fairly well and coloring rapidly. The local markets are being supplied with the early varieties and the demand is reported strong. The total crop is estimated at 80 per cent. of 1914 with about only 30 per cent. No. 1's. On the Pacific Coast the apple crop is generally light but it is ripening up well with perhaps less color than usual. In the Kootenay Valley of British Columbia there will also be less color than usual but the crop on the whole appears to be maturing well. There will be a smaller percentage of No. 1 fruits than usual, especially on the older trees. In the Okanagan Valley the estimate is slightly lower than reported last month. The quality however, has not depreciated.

EDITORIAL NOTES.

THESE ARE THE days when the grocer should bring summer drinks to the front.

* * *

AS A SILENT salesman for fruit the attractive, appetizing window display stands at the top.

* * *

THE CANADIAN peach has a flavor all its own. It has the flavor that makes one want more. Show him more.

* * *

THE MERCHANT who watches credits carefully is likely to be the man with the biggest bank account at the end of the year.

Cardwriting Made Easy

by R.T.D. Edwards

LESSON NO. 9.

NOW that the student has learned how to write a plain show card I think it advisable to give him something of a little more interesting character. I shall therefore present herewith the first lesson in Shading and Shade Mixing. This, when mastered, will enable one to make a very attractive card out of a plain black and white one and yet not render the card difficult to read. This sort of show card is what is called "fancy" but I term it a good sensible show card for a showing which is a little better than the usual variety.

The real use of shading is to make the lettering stand out in relief and also to take the plainness off a card. In the first place one should never have this shading stronger than the letter itself. This would make the card more difficult to read than if the shade was omitted.

Shade Should Not Touch Letter.

There is one very important point that must be remembered in the exeution of the shade card. That is do not allow the shade to touch the letter. Ordinarily it must be kept about one-sixteenth of an inch from the strokes of the letter. The white space between the shade and the letter gives the letter the effect of standing out from the white board. See Fig. 1 as an illustration of this point.

In order that the student may learn the work by the easiest method, I have shown the use of the shade on the alphabets and figures as demonstrated in lessons 4, 5 and 6 in previous editions of this paper, I have two reasons for giving this class of letter to start the shadow work. The first is that by this time if you have been diligent in practising the work you should be able to make it better than the Roman alphabet shown in the last two lessons. The second reason is that it is easier to learn to shade a square face letter where no spurs are used than to shade a spurred letter. The lack of spurs makes the shading more of straight lines and large curves. Shading spurred letters is much more complicated on account of the short lines and curves required.

Before procuring with actual work it would be very beneficial if you studied the chart thoroughly first. You will note that I have numbered the strokes on each letter. If you follow these numbers you will find that there will be less likelihood of you smudging the work already done. Also note where two strokes are joined, I have drawn white lines across. This is not to be on the completed work but merely shows where the line should overlap.

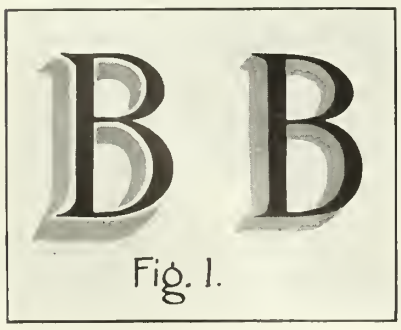
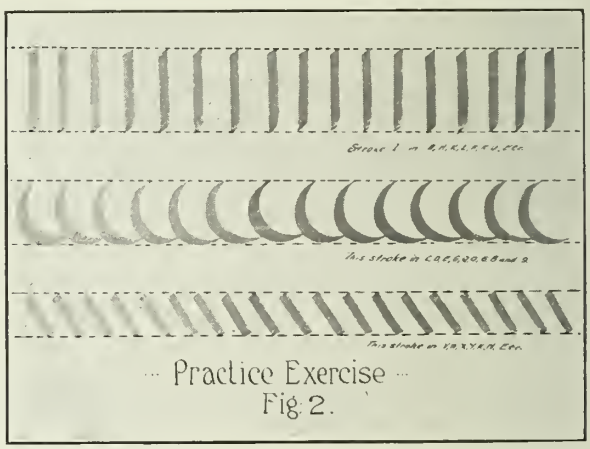


Fig. 1.

The Lower Case Alphabet.

The shade on the "A" is composed of 6 complete strokes. Care must be taken with the finish of stroke 2. Be careful not to allow it to overlap on the black letter. Stroke 5 should be made quickly to get that free and easy swing.

It takes four strokes of the brush to make the shade


Practice Exercise
Fig. 2.

on "B." Stroke 3 is formed on some of the other letters and is one that should be practised often. The shading on "C" is made very quickly with two strokes of the brush. By lifting the brush properly at the finish of these strokes you eliminate having to retouch them.

"D" is a 6 stroke letter. Stroke 4 is found on many other letters; as stroke 3 of "E" and stroke 6 of "G." Lots of practice on the one will do much good. You are liable to have the same trouble with stroke 1 of the letter E as mentioned about stroke 2 of "A." Do not allow the shade to overlap on the letter.

The main thing in shading the "F" is to get strokes 1 and 4 to appear as one continuous stroke. "G's" shade is all composed of curved lines. A careful practice of all these curves will assist one in the making of other shades. It is absolutely imperative, especially on long stroke leters, to have the shade parallel with the letter. "H," "K" and "L" are letters where this applies.

The slant at the top of stroke 3 of the letter "K" is gotten by turning the handle of the brush to the right.

Stroke 3 and 6 of "M" are sometimes joined up with strokes 4 and 7 and made with two strokes instead of four, but for the beginning it is best to make them separately. The shade on the "N" is similar to that of

the preceding letter. The down stroke will require much practice.

To get the fine lines at the beginning and finish of the shadow strokes on the letter "O," the brush must not be loaded too heavily with color. The shade on the "P" is made with four strokes while the "Q" requires five strokes.

Stroke 3 of "R" appears in other letters as stroke 1 of "S" and stroke 6 of "F."

No. 2 stroke of "S" needs lots of practice, as it is the only one of its kind in the alphabet.

The shade on the "T" requires five strokes. Stroke 4 is the most difficult here. It must be brought down straight until the curved part of the letter is reached and then follow the tail of the letter. This can all be done without lifting the brush but it requires lots of practice. Stroke 1 of "U" is similar to that of stroke 4 of the letter "T" just described. The only difference is that it extends further to the right. The finish of stroke 2 of "V" must be done by turning the brush toward the left. The same applies to strokes 2 and 4 of "W." In order to make them successfully these will require much practice. The shade of the "X" is composed of 6 strokes. 1 and 5 and 2 and 3 must appear as continuous strokes. The five strokes of the "Z" must all be joined.

The Upper Case Shading.

The upper case lettering or making of the capitals has more straight lines than the lower case which makes the shadow easier to do; also the formation of some of the lower case letters is similar to that of the upper case and those will require no further explanation. I will just deal with the difficult points of the letters that differ to preceding ones.

Strokes 3 and 5 of the letter "A" must run parallel with hand stroke of that letter and must appear as one continuous letter. Some writers make strokes 2 and 3 of the letter "B" two strokes each, but it is just as easy to make



Fig. 3.

Mixing the grey colors—light, medium and dark—is illustrated here.

each with one stroke of the brush. The wavy shade stroke No. 3 of the letters "E" and "F" require a lot of attention and can be used for a practice exercise. The shade of the "G" is made with five strokes; stroke 2 must be made quickly with one long sweeping stroke. It's start and finish must be pointed.

The start of strokes 4 and 6 of "M" are quite difficult and need much attention. They are made by turning the



brush to the right in order to get the point and as the wide part of the stroke is reached the brush is turned in the usual position. Stroke 4 of the letter "N" is of similar formation. Stroke 4 of "R" is sometimes not neeessary.

Shading the Figures .

The figure "2's" shade is eomposed of five strokes. Note how stroke 2 ends abruptly. Stroke "3's" beginning is slightly eurved and pointed.

The "3" is shaded with six brush strokes. Similar strokes to No. 4 is used in many other plaees in the alphabet and should be earefully practised.

The shadow on figure "4" is made with seven brush strokes. Stroke 1 must be made similar to those of 4 and 6 of the upper case "M."

Practiee often stroke 2 of figure "5." This shade appears in many letters and figures. The main thing is to keep parallel with the top line of the figure. The three shade strokes of the "6" can be made very quiekly. They seem to work in with the natural swing of the brush.

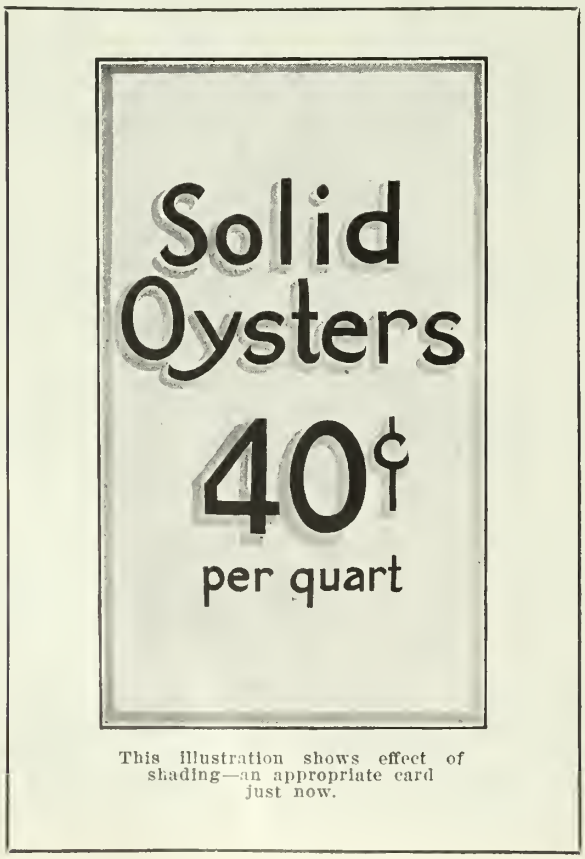
The all straight shade lines of the "7" need mueh practiee. It is my experience that the straight lines are hard to master and need more practice than do the curved ones. The "8's" shadow is eomposed of all eurved lines and should be easily mastered.

Stroke 3 of the "9" is the only straight shadow on this figure. To avoid the point of the lower stroke of this letter the lower edge of the brush must be lifted.

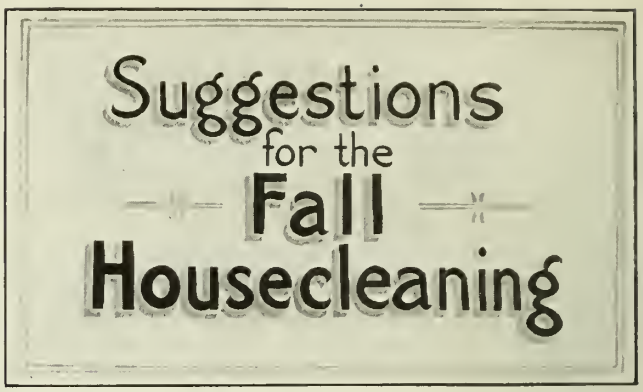
Chart No. 2 gives a good idea of how to go about the practice work. Rule the blank eard out with guide lines to suit the length of the stroke you are going to practise and start with the letter "A." Make all the strokes belonging to eaeh letter and perfect eaeh one before proeeeding with the rest.

Shade Mixing.

Shade mixing has become a very important part of show card writing and must be done with the greatest of



This illustration shows effect of shading—an appropriate card just now.



Finished show card with shaded letters.

care. Shade mixed too dark will, when applied, detract from the lettering and shade mixed too light will not have the desired effect of making the lettering stand out. You must also have the color thick enough so as not to dry in blotches and not too thick to flow freely from the brush. Experience is the best and only way to learn. Formulas won't always pan out right. The most popular shading used to-day is grey, on account of it being a very inconspicuous shade. It can be mixed in many different tones, light medium, or dark. All these are mixed from black and white. Place the white in a small vessel and add the black very slowly until desired shade is reached. It must be stirred thoroughly so that all particles are well mixed. See Fig. No. 3 for three shades in use. There are other forms of grey such as "blue grey." This is mixed the same as the other with a small quantity of blue added. This gives a little more life to the show eard. By adding a very little red to the plain grey gives you a good warm shading color.

These shades should be all kept ready mixed in good working order. Keep well covered when not in use and never let them dry out. Many minutes are wasted if new shading color has to be mixed every time it is needed. Other shades will be gone into in our next lesson.

If you wish to make shading a success you must keep your brushes in perfect condition—that is always flat pointed whether in use or not. The point of the sable must be all even. They must cling together and not split.

The accompanying cards give a fair illustration of the shading put into actual use.

THE EFFICIENT man is he who analyzes himself, striving continually toward an ideal—a standard—which embodies ultimate perfection. He is not satisfied with being adept in a few things, but must be proficient in all. He realizes that the underlying purpose of life is the formation of character, and so far as he succeeds or fails in this respect, the measure of his success lies. Therein, the lives of many of us fall short, for it is better to have aimed at a star and failed to touch the mark than never to have aimed at all.

* * *

FAILURE IS LARGELY a disease. When men begin to fear, begin to worry, begin to be haunted with a foreboding that they are going to fail, they invite the very condition they fear. It is a mental law that whatever is held in the mind becomes the life pattern, and the life processes build in accordance with the design held up to them.



Crowds in front of the entrance on one day of the great Canadian National Exhibition.

Co-operating With the Retailer

Manufacturers at Canadian National Help the Dealer to Sell More of Their Goods—Exhibits Offer Splendid Opportunities for Good Window Displays—Nearly a Million in Attendance—Healthy State of Business.

THE great National Exhibition of Canada for 1915 belongs to the past. With an attendance close on to a million people and greatly in excess of a year ago, it passed into history as one of the most successful on record.

One of the features of the Exhibition, as usual, were the splendid demonstrations and exhibits of Canadian foodstuffs manufacturers. In succeeding pages will be observed reproductions of a large number of these. While the Exhibition may be over, the effect of these exhibits and demonstrations upon the people of Canada will long remain. They mean that many new lines have been introduced to the general public and that the reputation of many well-known lines that have been on the Canadian market for years have been still further enhanced in the minds of the people.

The Time to Act

There is in this a splendid opportunity for the retail dealers. Looking over the succeeding pages he will see where a score or so of Canadian manufacturers have been co-operating with him in order to reach through him the ultimate consumer. This co-operation, if properly followed up by the dealer, will be very widespread, and it should be remembered "that the flood, taken at its height, leads on to fortune." Now is the time when this co-operation should be taken advantage of to the fullest extent.

It is needless to say that the exhibits of the manufacturers were exceedingly attractive. A glance over the illustrations shown in Canadian Grocer in the following pages will readily convince one of that. Manufacturers went to a great deal of expense to present their goods in the very best manner to the Canadian public, and they undoubtedly succeeded.

KEEP IT ON FILE

This is an issue that every reader of *Canadian Grocer* should keep on file for future reference. It contains views of the exhibits at the Canadian National Exhibition of some score of manufacturers all of whom went to a great deal of expense and care to present attractive showings. Each illustration shown in this issue contains some excellent display suggestions.

In each of these illustrations will be found an idea for a window display on the part of the retailer. The window is one of the most valuable salesmen in the retail store. Next to personal salesmanship it will undoubtedly sell more goods than any other medium, providing, of course, it is properly arranged. Retailers should certainly take advantage of the very attractive displays shown at the exhibition, and get all the good that is going from them. Canadian Grocer would strongly urge that as all of them cannot be used at the present time the retailers file this issue for future reference. They will become very valuable for future occasions.

Healthy State of Things

As stated above, the Canadian National Exhibition was another great success this year. With close on to a million visitors in twelve days it demonstrated the hold it has on the Canadian people. Not only that, but thousands of United States visitors were there, all of which demonstrates that in spite of this being a war year, business in Canada is going on as usual. No better gauge to a healthy and normal state of things could be presented than the magnitude of the Exhibition this year.

THE COWAN PRODUCTS

THE popularity and success of Cowan's cocoa and chocolate was indelibly impressed on all who visited the Cowan exhibit in the Manufacturers' Building at the Canadian National Exhibition.

This booth, one of the best patronized on the grounds, made a great hit with the youngsters by gifts of Cowan caps, toys and novelties, and there was scarcely a boy or girl on the grounds who was not the proud owner of one of these gifts. All this tends to make the Cowan products still more favorably known among the Canadian people. The Cowan Co. is one of our old-established Canadian manufacturers who have continued for years to turn out reputable goods that are sold from coast to coast. Quality has, in fact, been the chief point in the Cowan success.

The Cowan lines were most effectively displayed, as will be seen from the accompanying illustration. Several new lines were also introduced. Among their lengthy string at the present time will be found maple buds and medallions, Queen's dessert, almond and filbert nut bars, Royal milk chocolate, Perfection Cocoa and Empire Breakfast Cocoa.

The wonderful success of the Cowan exhibit this year has no doubt been due in no small degree to the striking national advertising campaign which features the dainty little Miss "Maiden" Canada, who typifies all that is best in Canadian-made cocoa and chocolate. The Cowan Co. is to be congratulated on their confidence in Canada and the sacrifices they have made to the Empire's cause during these trying times.

By their devotion to the interests of the retailer, as emphasized by their exhibit and their national advertising, the Cowan Co. is co-operating with the retailer in a way that means sure turnover for lines that will bring back the necessary repeat order.



The Cowan Co.'s exhibit one of the busiest spots on the grounds.



Exhibit of Red Rose Tea, which attracted the usual crowds of people.

RED ROSE TEA

NEARLY a Million People Saw the Exhibit That was a Salesman for the Grocery Trade—

Red Rose Tea.

Grocers will agree that they will derive the greatest benefit from the exhibit which connects their stores with it National Exhibition tied itself more more closely. And what exhibit at the great Toornto National Exhibition tied itself more closely to the grocery stores than did Red Rose Tea?

Nearly a Million people—some of them your customers—saw the demonstration of Red Rose Tea. Thousands of these people stopped and had a cup of tea—they said it was "Good Tea."

Every one who stopped was pleased and went away with a new appreciation of the excellence of Red Rose Tea. The cup of tea they received had a new taste, a better flavor and a more satisfying quality than they had found in other teas—the firm say this result is obtained by blending the choicest hill-grown Indian-Assam Teas with Ceylon.

Every one was charged 5c a cup for the tea and this is a new feature that should gladden the heart of every grocer, for every cup of tea drunk at the Red Rose Tea booth means a sale of Red Rose Tea. With every cup of tea a coupon good for 5c on a purchase of Red Rose Tea in your store, was given out.

This is just one of the ways in which The T. H. Estabrooks Co., Ltd., co-operate with the dealer in pushing the sale of Red Rose Tea.

The demonstratoin, the giving of the coupon that will bring the customer into your store to buy, the persistent and consistent advertising, the "square deal policy," are a few of the features that sum up the success of Red Rose Tea. The booth at this exhibition is just a tangible evidence of the efforts of this firm to help the dealer in a way that will bring a profit into the dealer's pocket.

HOW TO DISPLAY OLIVES AND CATSUP.

THE exhibit of Club House olives and catsup by Gorman, Eckert & Co., of London, in the Manufacturers' Building, was arranged with the more particular purpose of demonstrating to visiting dealers the striking possibilities of window display. The grocer very often finds that it is a difficult problem to give to these lines the publicity that is so necessary in interesting the consumer. Some will say, "There is so little that is suggestive in a bottle of olives," or "How can we arrange a catsup display that will be decidedly attractive?" The high standard of the goods explains of course why customers generally ask for them, but the object of all merchandising should be the creation of more frequent sales.

The grocer has to study the means at his disposal by which he can link up pre-eminent quality with the full power efficiency of his selling equipment. The use of his windows can be made the big gun in any campaign with that object in view. When the grocer says to his display man, "Jim, stick a bunch of these olives in the window; they're great stuff for the picnic season—and, let me see, work in a box or two of prunes and some soap," Jim proceeds to bunch things in such a way that a customer having a fondness for olives, seeing the display, doesn't have his taste encouraged thereby, nor does it arouse any interest whatever with the general public.

Here is the point—in his window displays the grocer must draw a distinct line between the delicacies and the domestic utilities. If it is not possible to run an exclusive window on olives and catsups, they may always be effectively combined with other lines, suitable for the picnic or holiday season, or even for general table consumption. It is not inferred that inappropriate groupings are the rule in grocery store windows, but the trimmer is very often tempted to sacrifice attractive effect to promiscuous expediency with the most unsatisfactory results.

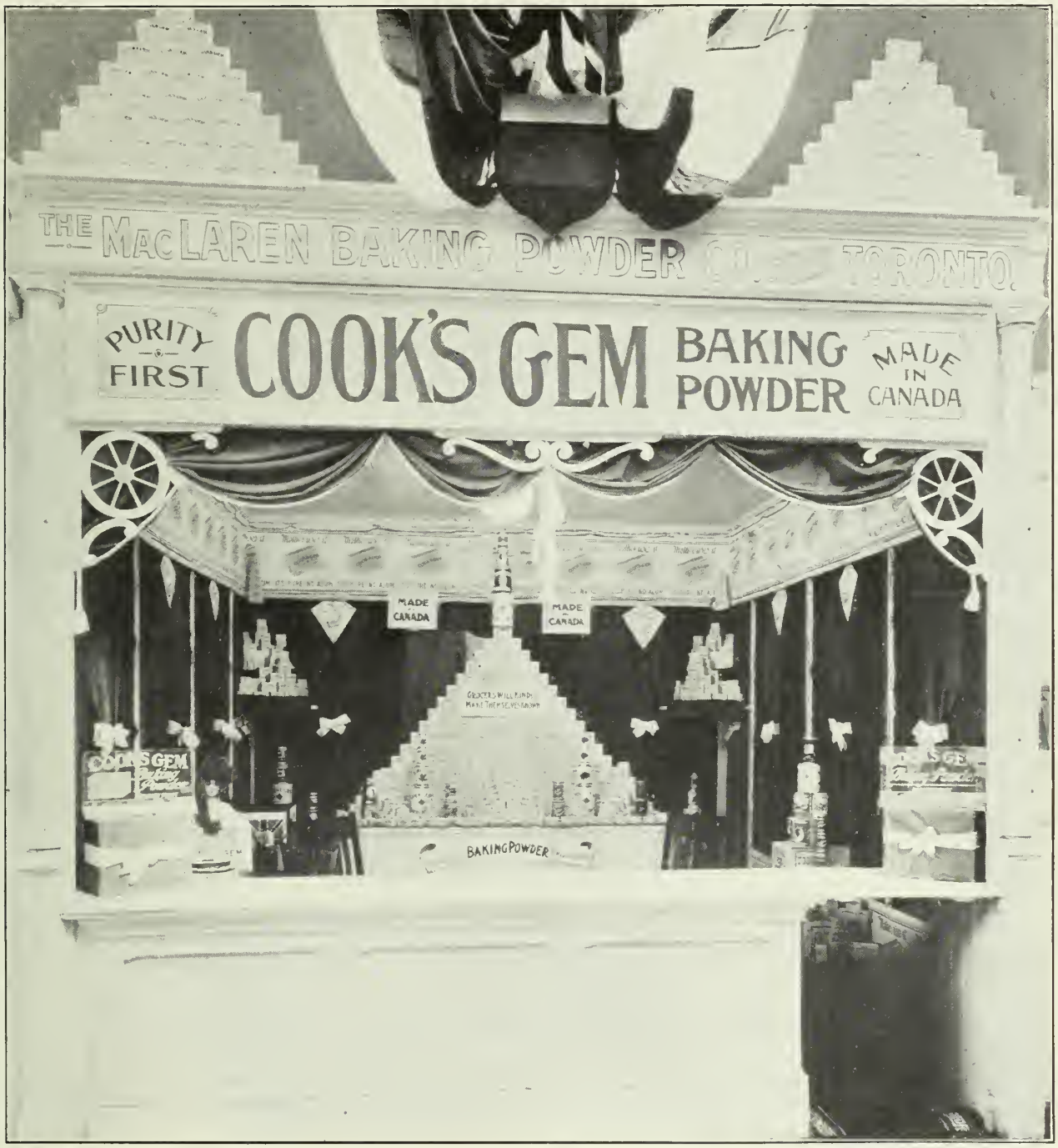
The illustration of the Gorman-Eckert display shows a number of units, each built up by the use of intersecting glass shelving. The largest of these units does not occupy more than three square feet of floor space. Each succeeding section of a unit has its glass base and can be arranged in hollow squares, semi-circles, triangles or other forms. In fact, the method of grouping is almost unlimited, and the amount of space used for the purpose may be regulated to a nicety—either for an entire window or to fill in with a display of other lines. The display here illustrated is not too large for any ordinary window and would still leave plenty of space for the introduction of other delicacies. It demonstrates also how different sized bottles, from four ounces to a gallon, may be used in working out different effects, and without necessitating the use of any larger stock than should be carried in a store catering to average trade.

Club House Catsup, produced in the famous Leamington district, is a processed article, put up under the most sanitary conditions, and will keep indefinitely in any climate. Its quality, in every way, measures up to the high Gorman-Eckert standard.

The display was one that every aggressive merchant or window trimmer could view with enthusiasm. It not only contained several ideas in effective display, but was uniquely representative of "Club House" brand of olives and catsup—a brand which means definite standard of quality. This is the first essential of the line, and no sacrifice has been considered too exacting to secure its permanence.



This exhibit of Gorman, Eckert & Co., was one of the most valuable as a window display assistant for the retailer.



The unique exhibit of The MacLaren Baking Powder Co., Ltd., which made many new friends for Cook's Gem.

COOK'S GEM BAKING POWDER.

EVERY lady attendant at the Exhibition who passed the unique exhibit of **Cook's Gem Baking Powder,** received a free sample. From the standpoint of the retail dealer, this is very significant. It means that in thousands and thousands of Canadian homes this popular-priced, absolutely pure, "no alum" baking powder has been and is being tested. No firm would go to this trouble and expense to introduce their Baking Powder into the homes of thousands of Canadians if they did not have full confidence in their product.

Together with the free sample went a coupon for five cents off the purchase price of a twenty-five cent package of **Cook's Gem Baking Powder.** This means that from one end of Canada to the other there is going to be a big call for **Cook's Gem.** Its merit is bound to be a big creator of demand. The idea of the MacLaren Baking Powder Co. in placing **Cook's Gem** on the Canadian market was to give the people of Canada a baking powder equal to, if not better, than anything made in either Canada or the United States markets at a popular price. The goods can absolutely be relied upon as pure, and they contain **no alum. Cook's Gem** is made in a factory of a most up-to-date character in Toronto. The package is one of the most attractive on the market, which means a great assistance to the retailer in his counter, shelf and window displays. The company has been more than pleased with the reception by the ladies who have tried **Cook's Gem Baking Powder** since getting samples at the Exhibition, and who have since gone out of their way to point out how pleased they were.

The retail trade was present at the exhibit in the Manufacturers' Building in large numbers, and everything was done to make them feel comfortable. Large numbers placed retail orders with the company, and several jobbers outside of the city as well. Up to date the company have received substantial orders from the trade in almost every important city and town in Canada from Halifax to Vancouver.

A word should be said about the booth itself. As will be seen from the accompanying illustration it was one of the most unique at the Exhibition, and different from anything else ever shown there. This naturally secured a great deal of attention for it. Canadian retailers who did not attend the Exhibition should realize that a great number of their customers did, and there is no doubt that **Cook's Gem** will be a line that a great many of them will want in the future, after having tried it in their own homes. It is sure to be a leader in its line in a very short time, judging by the way it has been praised by the Canadian housewife.

The MacLaren Baking Powder Co. intend opening an office and warehouse in Montreal to look after Eastern business. The president of the company is A. F. MacLaren. A. W. Hugman is vice-president and managing director. Mr. Hugman has been connected with the baking powder business for 23 years, and is thoroughly acquainted with all its branches. Percy Whatmore is secretary-treasurer, and C. W. Sheppard is sales manager. Every grocer, too, should remember that the MacLaren Baking Powder Co. are the largest exclusive baking powder manufacturers in Canada.



This exhibit of The Swift Canadian Co., Limited, was one of the most educative on the grounds.

SWIFT'S "PREMIUM" PRODUCTS

ABOVE the ordinary was the exhibit of the Swift Canadian Co., Ltd., in the Dairy Building at the Canadian National Exhibition. It was of a highly educational character. It carried a message with a meaning to every consumer and dealer who viewed it. Not only were "Swift's Premium" Hams and Bacon and Brookfield Sausage shown amid the most attractive and appetising surroundings, but the course of manufacture, with their ingredients, was interestingly displayed.

In the first place there was the fresh ham and bacon belly trimmed as they are in the factory for "Premium" products. The choice centre of the bacon belly was displayed, trimmed out ready for the curing and showing the waste. This means that only the tenderest and most wholesome part of the whole piece is used. Especial care is always taken in the selection. "Swift's Premium" hams and bacon are from Canadian hogs, prepared in Canadian plants, and what is of great importance, every package has the Canadian Government Inspection Seal of approval.

Then as to the curing. The story of this stage of the manufacture of "Swift's Premium" bacon was told in the exhibit of pure white sugar and Canadian salt. Each piece is completely covered in these ingredients and allowed to remain there untouched for a definite period; and when removed, each is uniform in that tenderness, flavor and wholesomeness that mark so prominently "Swift's Premium" products.

A unique part of the exhibit was the demonstration of how "Swift's Premium" smoked products are smoked. Several pieces hung from a metal bar under which were sticks of wood over an imitation fire. The wood comes from Canadian forests. Hours are spent over slow-burning fires to give that palatable tang that characterizes "Premium" products.

The ingredients of Brookfield Sausage —one of the best and most favorably known in Canada to-day—were also exhibited. Choice, sweet and most appetizing cuts of loin trimmings were shown. When it is considered that only one-half pound is taken from each hog, it demonstrates the care exercised in the manufacture of Brookfield Sausage. It means, too, that thousands of hogs must be killed in each of the plants of the Swift Canadian Co., Limited, each year to provide for the big and ever-growing demand. The spices for Brookfield Sausage were there also. These include pure white table salt of highest quality, pure white pepper only and of the highest quality, and finely ground pure, wholesome imported sage of a delicious flavor and aroma.

Still another section of this unique exhibit demonstrated Swift's "Silverleaf" brand pure lard both in bulk and in tin packages. These tins are new, airtight and each bears the Canadian Government stamp, "Canada Approved."

In addition to these, Swift's Cotosuet Shortening was most attractively displayed, and there was an exceedingly appetizing exhibit of a few of the summer specialties including Premium Cooked Ham, Tongue, Bologna, Frankfurters, Cervelat and Ashland Cooked Specialty, all both sliced and in the piece. The background of the display was composed of choice cattle and lamb carcases.

Every retailer must see the great value of such a display from an educative standpoint. It was viewed by thousands of people and is sure to mean actual dollars and cents to the retailer who cooperates with the Swift Canadian Co. by displaying and pushing sales of Premium Products.



The Lantic Sugar display in the Manufacturers' Building, which was the centre of crowds all the time.

LANTIC SUGAR

WITHIN a comparatively short time Lantic Sugar has become a household word in Canada. The exhibit of the Atlantic Sugar Refineries, Ltd., in the Manufacturers' Building at the Canadian National Exhibition added thousands of new friends for this high-grade sugar. The exhibit was a most attractive one on the main aisle, and during the two weeks of the big exposition welcomed stream after stream of people.

The display showed the many different lines of Lantic Sugar, as well as the different styles of bags and barrels, cartons and cotton bags. The Sailor Boy and the Red Ball were in evidence everywhere. Lantic Sugar was shown in large attractive glass jars, both in the standard grain and fine. This fine granulation is one of the features of Lantic Sugar, and it should be used as one of the chief talking points in selling it over the counter. But grocers who prefer the standard granulation can get both at the same price. Still another feature that every dealer should be acquainted with is the fact that Lantic Sugar is 100 per cent. pure, and only the best possible sugar cane is used. It is made by the most modern machinery for sugar refining that can be procured in the world, and the machinery that makes the cartons also fills them with Lantic Sugar. It is never touched by human hands. From a sanitary standpoint, therefore, sugar in the cartons and cotton bags is the ideal way for the dealer to sell it.

There is no chemical or coloring matter used in the manufacture of Lantic Sugar.

All these things were demonstrated to thousands of Canadian women in attendance at the Exhibition. From the standpoint of the retailer this is very significant. It shows the co-operation the Lantic Sugar people are giving the dealer to make it easier for him to sell the sugar. It means, too, that there will be thousands of new customers for Lantic Sugar if Canadian retailers will display it prominently in their stores. Every dealer should take advantage of this co-operation immediately.

ACETAR, THE MODERN VINEGAR



Display at Canadian National Exhibition.

INCREASED PROFITS; SATISFIED CUSTOMERS

FREE FROM FUNGUS GROWTH

CRYSTAL CLEAR

ROBIN HOOD PORRIDGE OATS

"In the original sanitary round package"

On the market only a year and a half, yet their sale is already enormous. They are now firmly established as the consumers' favorite, because the demand is increasing daily. Our extra quality and the delicious flavor have been appreciated by the public, as also have the advantages of the sanitary round package, and our valuable premiums of Wm. Rogers & Sons' silverware given in exchange for coupons in the family size packages.



ROBIN HOOD PORRIDGE WHEAT

"The most delicious Wheat Food ever made"

Is the choicest portion of the wheat berry — granulated, sterilized and then packed in our original sanitary round package. Makes a very tasty and healthful porridge and is delightful served as a pudding, hot or cold. It is made from the finest Western Canadian Wheat by Canadians, for Canadians, and retails at 15c.

ROBIN HOOD MILLS, LIMITED

Moose Jaw and Calgary

THE BORDEN MILK EXHIBIT

AN exceptional cleanness and whiteness has become, year after year, significant of the display of the Borden Milk Co. in their booths at the Toronto Exhibition. This was again the case this year, but if anything the exhibit was more interesting than ever. This year there were more waitresses than formerly, each attractive in a white waist and cap, and fitting in very well with the scheme of decoration, which was blue and white. The crowds that paid attention to the talk from those behind the booth every hour of the day were testimony enough to their eagerness to learn some of the advantages of evaporated and condensed milk. The Borden Milk Co. gave the public every opportunity to prove the advantage of using their products themselves. Many orders were taken as a result of this campaign during the two weeks. Many housewives who came to the booth are already regular users of the evaporated and condensed milk and they could learn from the waitresses a number of ways of using the product that they did not know before. These were embodied in a recipe book. For those who had not already tasted the products and who had not heard very much about them, the trial in the cup of coffee was sufficient to induce many to place orders.

It is, of course, in the interest of grocers, as was pointed out to any of the trade who happened to call and look at the exhibit, that they should handle these products, because they will induce a good section of the public to use condensed and evaporated milk instead of ordinary milk; this would therefore bring the grocers a good deal of trade which is now going to the milk man. The same argument was put up to housewives, and also the argument that it would be just as advantageous and cheaper to use the product instead of ordinary milk.

An attractive feature of the exhibit was the souvenirs that were given away; these were in the form of penny banks, fans, pencils and bookmarks. The way in which these different articles disappeared in two weeks shows very plainly the number of people who had called and who were interested enough to stay for a few minutes and be taught the uses and advantages of the products of the Borden Milk Co., Ltd.



Attractive display of the Borden Milk Co. of both Borden's and St. Charles' Condensed and Evaporated Milks



The Reindeer Coffee exhibit, where so many tasted this delicious coffee.

REINDEER COFFEE

THE exhibit of the Reindeer Coffee, which is another product of the Borden Milk Co., shared in the approbation and in the attention of the crowd which passed through the Manufacturers' Building at the Exhibition for the last two weeks. The stall, which was a corner one, was attractively gotten up, the design being in a chocolate brown color and white. Tins of Reindeer coffee were pyramided, and there were waitresses there to give you a sample if so be you had not heard of the coffee before, and to tell you all about its advantages and why you should drink it. The explanations were particularly lucid and convincing. This coffee has a good deal to recommend it, in as much as the milk and sugar are already added to the product, so it is far more handy than using an essence, adding boiling water and then bothering with milk and sugar. In the case of the "Reindeer" all that is necessary is to pour out a little of the product and add boiling water; the product is then complete and had the milk in it right at the start. This is more advantageous in the way that it is more handy, and this method of doing things is cheaper, and a strong point was made of this when the subject was talked of to those who were attracted by the exhibit. It is quite evident from the number of people who did stay and have a word with the waitresses at the Reindeer exhibit that the product is gaining in popularity and is exceptionally widely known. As a little reminder of their visit to their booth featuring Reindeer, the public were given souvenirs and some little banks for money; these latter were exceptionally appreciated, and the fact that a number of them were given away during the two weeks shows the multitude of people who called got reacquainted with the people behind the Reindeer coffee exhibit. The whole booth was exceptionally spick and span in appearance, and calculated to be very inviting to anybody who wanted a cup of what was being offered. Messrs. Dunn-Hortop, Ltd., Board of Trade Building, Toronto, are local selling representatives.



The booth showing Kellogg's Toasted Corn Flakes is always a big attraction at the Canadian National Exhibition.

"THE SWEETHEART OF THE CORN"

THE worth-while impressions that stamp themselves upon the minds of those attending the National Exhibition are what contribute largely to its success each year, and it is safe to say that, among these, the memory of a visit to the booth of the Kellogg Toasted Corn Flake Co. is a pleasantly lingering one with thousands of people.

The "Sweatheart of the Corn" is a prominent feature. She is, in fact, a national character. Her charming countenance beamed broadcast as the representative of this vastly nutritious breakfast food. Retail grocers all over Canada will undoubtedly reap great benefit from the aggressive publicity policy which worked the two weeks of the Fair.

This included the distribution of souvenir containers and sample packages, as well as the serving of dishes of Corn-flakes and cream to crowds of people daily. The booth was indeed a popular resort.

Kellogg's Toasted Corn Flakes are a purely Canadian product, manufactured in a thoroughly modern plant with a capacity of 2,500 cases a day, in London, Ont.

T. M. Sibbald, 109-111 George street, the Toronto agent, was in charge of the exhibit.



The attractive exhibit of scales, meat slicers and cheese cutters of the Brantford Computing Scale Co., Ltd.

BRANTFORD SCALES, MEAT SLICERS AND CHEESE CUTTERS

THE main claim, over and above its outstanding worth, that the Brantford Computing Scale Co. make to the grocers' patronage is that all products are not only assembled, but are actually manufactured in Canada.

The Exhibit at the Toronto Exhibition this year made this very plain. On both walls of the exhibit which as a corner one and an exceptionally attractive one, there were displays pointing out to grocers and whoever might read that the scales and slicers and cheese cutters were all made in Canada and that a grocer, by buying one of the Brantford Computing Scales products, was keeping the money in Canada and helping to put it back in his own pocket. It was not going out of the country. The whole mechanism of the manufacturing of the products of the Brantford Computing Scale Co. was done, from beginning to end in Canada.

The particular and peculiar virtues of the scales are well known. Agate bearings, no springs and a capacity which will suit any business, large or small—these features are too well known to the trade to need any explanation. The photograph herewith will show the exceptionally fine exhibit which the Brantford Computing Scale Co. put out. It was in charge of Mr. Thomas Ferguson. Upwards of 20 different machines were shown of all varieties and of all shapes and sizes. A special feature of their exhibit was a meat slicer with a direct motor drive. There have been slicers before this driven by a motor, attached to the machine by a band but in the case of this particular machine you have only to press a button and the motor does the rest. Another special feature of the exhibit is the new cylinder scale.

With regard to the scales the value of the computing scale does not need any pointing out. Any grocer who has given his weighing problem any consideration whatever will find in the Brantford, the answer to his questioning. There is a Brantford scale for every grocer whether he is large or small and whatever his requirements are.



The booth where Domestic Shortening was demonstrated to thousands of Canadian women.

DOMESTIC SHORTENING

THE "Domestic Shortening"—better than butter—cheaper than lard—display was one of the daintiest in the Manufacturers' Building at The Canadian National Exhibition. A glance at the counter in the accompanying illustration will show why this was the case. This was tastefully decorated with various kinds of delicious biscuits and dainties in which was used "Domestic Shortening." The biscuits were attractively shown on plates covered with pretty doilies and were very appetizing indeed. These, together with the cakes and other dainties, were all baked right in the booth in the electric stove shown in the corner. Thousands of housewives from all over Canada were asked to sample them, and hundreds of orders were taken for "Domestic Shortening," these being placed through the retail dealers.

All this means that wherever the grocer makes a display of "Domestic Shortening" he is sure to be able to create a large demand for it. It should be remembered that the chief selling points are that "Domestic Shortening" is **better than butter** and **cheaper than lard.** What housewife is there who will not see the reasonableness of these two big considerations? These two slogans are not merely the invention of the selling force of the Harris Abattoir, but are the result of actual tests. By featuring them in your displays and in your personal conversation with your customers new demand is bound to be created for this high-grade shortening that is rapidly gaining a great reputation all over Canada. Every retailer should at once take advantage of the far reaching demonstrations conducted by the Harris Abattoir at the National Exhibition.

HARRIS ABATTOIR PRODUCTS

THERE was no more appetizing display at the Canadian National Exhibition than that of the Meat and Dairy Products of the Harris Abattoir in the Dairy Building. It certainly made the mouths of thousands of visitors water as they stopped to view the attractive display of meat carcases, chickens, butter and eggs, and the handsomely adorned hams, bacon, sausage and other meat products.

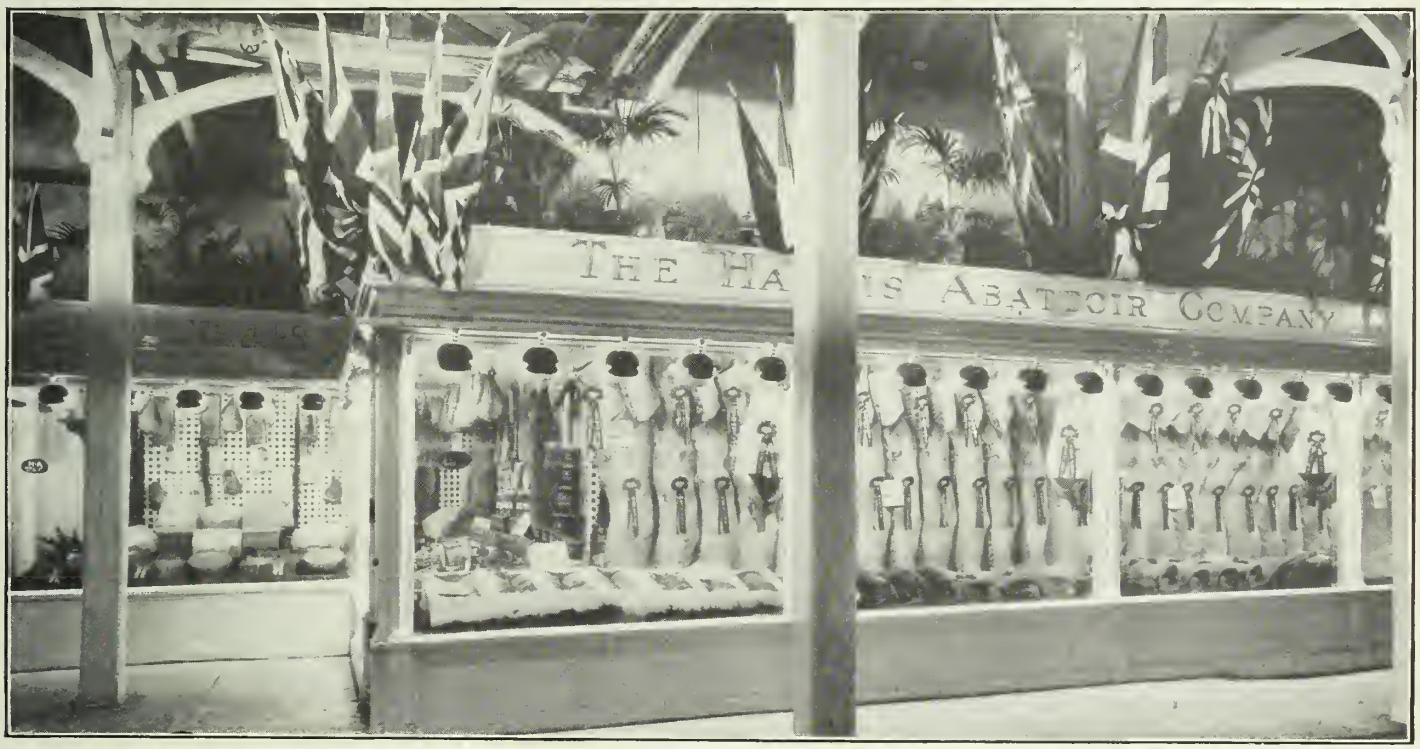
The Harris Abattoir Co. is one of the old established Canadian meat packers. They have been in the business for many years and have attained a high perfection in the art of curing, packing and making ready for sale in the most acceptable way their various products.

The Harris Abattoir Co. won quite a distinction at the Canadian National Exhibition, in the capturing of first prize for the best thirty dozen eggs in cartons. This award was given them for eggs that were the best in freshness, size, cleanliness and packing. This is just one evidence of the character of the opportunities that this reputable firm have to offer to the retail trade.

There are many Canadian dealers inclined to limit the number of meat products they keep for sale. This display of the Harris Abattoir Co. showing the great variety of appetizing meats forcibly suggested the possibilities of the dealer who extends the varieties carried to include a large number of meat lines.

In the extension of his Provision Department no dealer can go wrong on connecting up with the "H. A." Brand of Meat Products, butter and eggs in cartons, sausage, chickens, lard and of course the famous Domestic Shortening. They are all lines that have been tried and tested for years and because of their wide sale in Canada they have certainly proved winners in Canadian households.

The Harris Abattoir plant at West Toronto is equipped with the most modern machinery and is operated in the most modern way. All of the "H. A." products are packed and put up in the most sanitary surroundings and every care is taken to turn out goods that will please the public and bring back the order without which no manufacturer or no grocer can succeed. The dealer who displays and pushes the sale of "H. A." products is backed by manufacturers who have the reputation for quality, efficiency, cleanliness, skilled experience, and who have a reputation of long standing.



The handsome Harris Abattoir exhibit of meat and dairy products in the Dairy Building.



Display of Brantford Trucks which attracted the attention of a great many merchants.

BRANTFORD TRUCKS AND TRAILERS

THE exhibit made by R. O. Cumback, manufacturer of Brantford Motor Trucks, in the Transportation Building, was of especial interest to every business having a delivery problem calling for reliable and speedy service. It consisted of two units—a standard model H one-ton-maximum truck, and a new trailer adapted to any car, but one which will see its greatest demand among the owners of Ford cars. By the use of this trailer a man may apply his car, without impairing its appearance, to the purposes of his business, thereby converting it into a more practical investment, if he did not formerly look at it in that light. In short, a trailer is a delivery truck which may be coupled to a car by use of a very simple attachment.

The Brantford trailer shown at the National Exhibition was equipped with two thirty-two inch wheels on adjustable ball bearings and 2½-inch clench tires. It may be built in two sizes, from 800 to 1,000 lbs., and from 1,200 to 1,500 lbs. Tops are made to suit the purchaser.

Many grocers have asked themselves the question: "To what service may I put my Ford car during these hours of the day when it is not being used for pleasure?" The answer is the Brantford trailer. It has been designed particularly to meet the requirements of the business which has some hauling to do, but not enough to warrant the purchase of a motor truck. On the other hand, it may be used to increase truck capacity. They may be loaded to their specified limit; are so easy running that the extra power required can be easily supplied and the additional cost of installation for store or warehouse is most reasonable. The manufacturers will furnish to Ford or other car owners a suitable coupling attachment.

The Brantford motor truck, also a unit in the exhibit, has earned a great reputation for itself. Speed and reliability are the great essentials in a truck, and the Brantford is being used with entire satisfaction in lorry, express, passenger bus, general delivery, and many other special kinds of work. While the car shown has a maximum capacity of one ton, the manufacturers are equipped to build two and three-ton trucks to meet heavier requirements.

One user of the Brantford in speaking of its service says: "We average about 50 miles a day in the summer, and it has gone through roads impassable for other trucks." Another user states that he is carrying from 20 to 22 passengers daily over the hills about St. Thomas. Many other reliable statements are available, and an appreciable fact is that upkeep costs have been very low. One man has had a car for three years and the outlay has not exceeded $50.

The Brantford truck is filling a definite purpose and filling it well. Write R. O. Cumback, Brantford, for further interesting particulars.

ROMAN MEAL

THE exhibit of Roman Meal occupied a very strategic position at one of the main entrances to the grandstand. Here the public was invited to partake of Roman Meal Porridge, Roman Meal Nuggets, Roman Meal Bread and Roman Meal Buns, Gems, Cookies, etc., and at no time during the entire Exhibition were the demonstrators idle. The public simply clamored for Roman Meal products and kept the demonstrators on the jump.

Dr. Jackson was invariably the centre of an interested group to whom he pointed out the great benefits to be derived from using Roman Meal as the basis of the provisioning of the body. Roman Meal has wonderful health-giving properties derived from the different grains from which it is compounded, and the way these grains are milled.

The first product put out by the Roman Meal Co. was Roman Meal, but now this firm has another product called Roman Meal Nuggets, which are becoming very popular and present a new avenue of profit to all dealers who push them.

Roman Meal Nuggets are made from Roman Meal, but are ready cooked, thus giving a ready-to-serve cereal which has great health giving properties. They may be eaten with milk or cream, in soups, or from the pocket as a light lunch.

Thousands of people were introduced to Roman Meal products in the right way. They saw the goods. They tasted them when they were properly made and they heard Dr. Jackson explain what health-giving properties these foods contain, and what benefits can be derived from their daily use.

Dr. Jackson has left no stone unturned to make Roman Meal a success, and the demonstration at the Canadian National Exhibition is just one of the many put on by this firm throughout the country. Roman Meal has been an outstanding success and well warrants any merchant's attention and co-operation.



Exhibit of the Dr. Jackson's Roman Meal and other products, where thousands of people were served.



Display of Queen Quality pickles, catsup and pure spirit and cider vinegar by Taylor & Pringle Co., Owen Sound. At right, Wm. Taylor, President; left, his son, Chas. D. Taylor, Vice-President; rear, Geo. D. Prince, traveling salesman.

QUEEN QUALITY PICKLES

NO better evidence of the distinct merit of a line can be had than that experienced by Taylor & Pringle Company, Limited, of Owen Sound, manufacturers of Queen Quality Pickles and Vinegar. It was the first year they had shown at the National Exhibition. Their Exhibit was in the Manufacturers' Annex—under the grandstand. It had only been in place a few hours on opening day when the entire lot was sold. It was a most gratifying incident for an initial appearance and speaks volumes for the reputation of the line.

The display was in the form of a pyramid, topped with a bronze bust of Queen Victoria, in whose reign the Queen Quality brand had its origin. The bottles, very attractively arranged, were representative of the full lines—Sweet, Mixed and Chow Pickles; Gherkins, Tomato Catsup, Universal Sauce, Worcester Sauce, French Mustard, Salad Dressing, Concentrated Refined Cider, Apple Juice, Spirit and Cider Vinegar. There were also pails of bulk pickles as well as casks of vinegar.

During the two weeks of the Fair thousands of people had an opportunity to learn the significance of Queen Quality. Samples were distributed freely and undoubtedly grocers all over the country will reap very material benefit. People did not hesitate to express their high opinion of these goods. Indeed, on one occasion, a party of Americans, passing through the building, stopped in front of the booth and were promptly served. So delighted were they that they placed an order with Mr. Prince. "We have nothing like these at home," remarked one of the ladies. All of which would indicate that when the grocer hands Queen Quality goods over the counter he may assure his customer that there is nothing of a medium grade in this line. Taylor & Pringle have been in business for thirty years and they know how. The standard has to be high to meet exacting demand, and for this reason the Queen Quality brand is winning all along the line. Thousands of people who visited the Fair became acquainted with it and are going to ask their grocers for it. Queen Quality goods are sold all over Canada.

The display, though complete so far as Pickles, Catsup, Vinegar and Sauces were concerned, was not fully representative of Taylor & Pringle Company's enterprise. Though their head office is in Owen Sound, they have branch factories in Sault Ste. Marie and Sudbury, and throughout these districts they have established a great reputation for their ginger ales and soda and mineral waters.

SHARP'S "KREEMY" TOFFEE.

"KREEMY" at the Exhibition—with the sight of it everybody was delighted. Why, they could not keep their hands off it. Thousands of people (men, women and children) had the opportunity of tasting the many different flavors in which Sharp's "Kreemy" Toffee is made. Some people were exceedingly pleased with Sharp's "Numints," which is a very rich Caramel Toffee and delicately flavored with mint; others preferred the Rhum and Honey pieces, the Kreemy Rolls, the Russian pieces, the Mello pieces and Golden Pats.

Eight thousand three hundred and twenty (8320) of the 5c "Kreemy" bars were sold from the exhibit to the visitors from all parts of Canada and this in addition to the liberal demonstration is bound to result in a large demand for Sharp's "Kreemy" Toffee and other Toffee Specialties. Sharp's Toffee is different to ordinary toffees as it is free chewing, excellent in flavor and always leaves a lingering taste for more.

Sharp's Kreemy is a food as well as a confection as it is made from rich cream, sugar and butter, etc., by a special patent process which renders it easily digestible and very nourishing.

Sharp's "Kreemy" Toffee is manufactured at Maidstone, England, by Edward Sharp & Co. (Exclusive manufacturers of "Kreemy" Toffee).

The exhibit was arranged and conducted by their agents The Harry Horne Co. of Toronto.



The exhibit where so many people got acquainted with Sharp's "Kreemy" Toffee.



Appetizing display of Peek Frean's English Biscuits.

PEAK FREAN'S BISCUITS.

PEAK FREAN & CO., biscuit manufacturers, London, Eng., received a great deal of credit and many words of praise for the very attractive exhibit of their high class biscuits at the Canadian National Exhibition.

Over 200 varieties of their biscuits were displayed in the exhibit and thousands of people who have formerly used their biscuits in the Old Country, were exceedingly pleased to have the opportunity of pointing out their favorite biscuits from among the different varieties. Numerous Canadians were also pleased to view the various tasty varieties which are now being sold by most all the good class grocers.

They all freely admitted that there was no biscuit they had ever tasted that was so pleasing and satisfying as that shortcake bearing the letters "P. F." as well as the sandwich and puff biscuits.

It is only three years since these biscuits have been offered for sale to the Canadian people, but during that time they have firmly appealed to the tastes of most particular people throughout Canada.

This exhibit was arranged and conducted by The Harry Horne Co., the Ontario agents for the firm.



Booth in the Process Building showing results when Nugget Polishes are used.

NUGGET POLISH

THE exhibit of Nugget polishes convincingly impressed upon the public the merit of this polish. Boots of black and boots of tan showed what a perfect shine Nugget gave to these shoes, while the white shoes were proof conclusive of the unique merits of Nugget white cleaner, which will **not** give a glossy shine, but just that shade of dull white which is so much to be desired.

Nugget polishes have many excellent features. Some of them exclusive.

"Nugget" polishes are water-proof.

"Nugget" polishes are frost-proof.

"Nugget" polishes will not soil the clothing.

"Nugget" polishes will not dry out in stock.

The Nugget Polish Co. are introducing a new polish called "Nugget Dark Brown." This polish is especially suitable for military boots, but will also find a large market for civilian use. The first shipment of this polish went to the Dardanelles for the Australian troops, and is now very popular with all branches of the service. The demand is so great overseas that it will be impossible to supply this polish to the Canadian trade until about October 15th, and those wishing to be sure of their stocks of this polish should book up at once. First come, first served.

"Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle—Satisfaction for the Customer—Profit for the Dealer.

You're safe in pushing

"BANNER" BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG

340 Dufferin St., TORONTO

REPRESENTATIVES:

H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces

Jules Rivet, grocer, Montreal, died recently.

Carle & Cie. grocers, Montreal, have registered.

Wm. Oliver, general merchant, Cowansville, Que., was burnt out recently.

Brian M. Moran, a general merchant in Chatham, N.B., for many years, passed away recently.

Rickner & Co., manufacturers of canned fruits, pickles, etc., Montreal, Que., have registered.

Lords Co., general merchants, sustained a fire loss in their Carleton Point store, P.E.I., recently.

A fire occurred at the store of P. A. Longpre, 259 St. Margaret street, Montreal, on Sunday afternoon, doing considerable damage to stock.

The Canada Maple Exchange, Ltd., have taken up new quarters at 22 Vallee street, Montreal, where they have a four-storey fire proof building.

Treffle Bastien has been elected 1st hon. vice-president of the Chamber of Commerce, North End, Montreal. This body was organized last week.

A large quantity of canned goods, cheese and dried fruits was damaged in a fire at the premises of the Canadian Importing Co., 720 St. Paul street, Montreal, on Thursday, Sept. 9. The damage was about $5,000.

Christophe Messier, Longueil, Que., died last week. He began commercial life in the grocery store of Messrs. Dupras, Montreal, afterwards becoming proprietor. He was mayor of Delorimier before that municipality was annexed to Montreal.

Henry Gatehouse, wholesale and retail dealer in fish, oysters, game, poultry, eggs, vegetables, etc., 346 to 352 Dorchester street, west., Montreal, died at his residence on Thursday, Sept 9, in his seventy-first year. Prior to coming to Montreal he was engaged in business at Cowansville, Que., and in Stratford, Ont. He had been in business at Montreal for twenty-five years.

O. Lacroix, a retail dealer in Quebec, P.Q., was one of the exhibitors at the Provincial Exhibition held there recently. He had a fine display of wines, liquors and groceries and was awarded the gold medal for this. He also had a display of raw leaf tobacco for which he was awarded a silver medal. Wm. Clark, Ltd., packers of meats in glass, etc., and W. D. MacLaren, baking powder manufacturers, co-operated with Mr. Lacroix and each were awarded a gold medal.

C. E. Trotter, employed by L. O. D'Argencourt, won the first prize, a Brantford computing scale, given by the Montreal Grocery Clerks' Union, for the best window display in a recent competition, while H. Foisy, employed at Croquette's, 391 Roy street, Montreal, won the second pdize, a plate glass tray in mahogany frame, given by Controller Hebert. A free commercial course in both languages will be given members during the coming season.

Ontario

R. J. Thompson, grocer, Toronto, has sold to W. Kellett.

Thos. J. Leahys, grocer, Kingston, Ont., has sold to Ren Lee.

James Owen, grocer, Bowmanville, Ont., has sold to W. B. McMurtry.

C. W. Reynolds, general merchant, London, Ont., has sold to J. D. Reynolds.

S. J. Miller & Co., grocers, Toronto, are succeeded by S. J. Miller & Co., Ltd.

Snelgrove & Waddington, general merchants, Murillo, Ont., have sold to Jessie Linn.

Miss Bertha Thompson is opening up as a grocer at corner of Head and Robinson streets, Simcoe, Ont.

Frank Heasman opened his new grocery store in New Liskeard, Ont. this week. It is attractively equipped with a number of new fixtures.

Among the visitors to Toronto from London during the Exhibition were Thos. Shaw, chairman of the Grocers' Section of the Retail Merchants' Association of Ontario, and E. J. Ryan, another members of the London Association.

The Retail Merchants' Association of Simcoe, Ont., presented a petition to the council of that town recently, asking for an increased license against the transient trader as the present by-law is looked on as inadequate. The matter has not yet been decided but is looked on favorably.

Western Canada.

J. G. Hamilton, general merchant, Wilcox, Sask., is succeeded by M. J. Connor.

Dreidger & Abrams, general merchants, Osler, Sask., have moved to Mennon.

R. J. Logan, of Logan & Kemp, general merchants, Ashville, Man., died recently.

The warehouse of Western Distributors, Ltd., Saskatoon, Sask., was destroyed by fire recently.

Stock of Gebbie & Young, general merchants, Sovereign & Wiseton, Sask., has been sold to A. Boegel.

Mr. Fleming, who has been engaged in the general store business at Hudson Bay Junction, Sask., is moving his stock of goods to the Lac Vert district, and will open a general store two miles from the Lac Vert post office. In addition, he will also go in for sheep-raising.

At a recent meeting of the grocers of the Fairview and Kitsilano sections of Vancouver, B.C., steps were taken to better the credit situation in their business. Over thirty firms were represented and although no definite action was taken it was decided to prepare a letter for publication in the press pointing out the present unsatisfactory credit conditions. Most of those present were of the opinion that a strictly cash business should be carried on until financial conditions improve. Another meeting is to be held soon, by which time the majority of the other grocers in the city will have been consulted. If the idea gains favor amongst a majority of grocers throughout the city it is quite probable that it will be made the subject of action by the central body, the Retail Grocers' Association of Vancouver.

CAREFUL BUYING OF NUTS THIS YEAR

(Continued from page 20.)

the demand for peanuts, as the majority of people are of the middle class or poor.

Will Buy Carefully

Retailers, wholesalers and importers will be buying nuts with more care this year than ever before, as there is uncertainty regarding prices for the future. Importers state there is no likelihood of lower prices on new shelled walnuts until after Christmas, but the crops of most nuts are so heavy, prices are likely to do anything. Most dealers anticipate a big drop in prices after Christmas. Another important factor this year is that the public are not buying nuts as freely as they did in other years. This applies to both shelled and nuts in shell, especially to filberts and almonds.

Tomatoes and Corn Firm and Higher

Smaller Crop and Export Demand the Reasons — Another Drop of Ten Cents in Sugar — No Auction for Teas in London on Monday — Molasses Soaring in the East — Wet Weather Adversely Affecting Ontario Beans.

Office of Publication, Toronto, Sept. 16, 1915.

IT appears from present indications that canned goods, meaning canned vegetables more particularly, are going to be dear in Canada this winter. Last week the price of tomatoes was raised and they now sell to the trade at a higher price. It will be remembered by readers of this paper that we have shown from time to time increasing firmness in the canned goods situation, particularly with reference to tomatoes, and the present prices contrast oddly with those which obtained two months ago—when they were some 20c a dozen lower. The reason is apparently a shortage and also that there has been quite an export demand which continues even to-day. Consonant with this comes a firmness in corn; this too is to be scarce and dear. There are two or three reasons for it; the first is that there has been a reduced acreage this year; secondly, manufacturers have closed down many plants, some through lack of capital and others because of holdover; and thirdly, the crops have been unfavorable. All these three causes and others have contributed to a firmness and an advancing market in corn and at present—although things may pick up later—the crop is only a small percentage of what it was last year at this time. It has, of course, to be remembered that last year's corn crop was early, considerably earlier than this, and that this year it may yet come up to last. Nevertheless, the indications so far are that we are going to have a small crop and this will mean a scarcity and consequently high prices. This same scarcity in canned vegetables will be the part of canned salmon too. It is reported that some grades are short; prices are firm and fairly high and it is rumored that there are to be some advances.

Since our last report on the sugar situation, the weakness in New York led to a drop and a sympathetic drop here of 10c during the last week. This makes the second decline in two weeks. The first time, it will be remembered, was when the new arrangement came into force which cut down the wholesalers rebates. The second decline, however, was simply the result of the weaker market. This has now steadied somewhat and there is no reason why lower prices should be expected immediately.

QUEBEC MARKETS

Montreal, Sept. 15.—The trade in Montreal—or at least a portion of it—apparently made an error when it refused to buy molasses last spring when the market was low. There seemed to be a feeling that the planters in Barbadoes were bluffing, and that they would deliver the goods sooner or later at lower prices. That the goods were never delivered is unfortunate for the Province of Quebec, where the people have a palate that is very fastidious, and is accustomed to nothing but the very best in the way of molasses. That the people of this province will be compelled to eat choice, or a mixture of fancy and choice, seems inevitable. The market advanced another 2c per gallon this week, bringing the price on the island of Montreal to 57c. It begins to look as if 60c will be paid for molasses after all. Wholesalers admit their stocks are low, and that they are not likely to last until the new crop comes in next March. The latter, fortunately, is a good crop from all appearances, but that does not improve the present situation.

The second fact of importance is that sugar declined again, almost immediately after the 10c drop was made following an agreement between the wholesale trade and the refiners. The second drop, also one of 10c per bag, was due to a weakening in the raw and refined market in New York. When New York refiners declined 25c per bag, the Montreal refiners followed. What the exact cause of this decline was is hard to say. There is apparently lots of sugar and plenty in perspective, as the crop will be a good one in Cuba, although not gathered until December. Anything might happen before then, but still it is showing up well.

Minor changes this week include an advance of 2c in Gruyere cheese, which now sells for 37-39c; Brazil nuts on spot advanced 1c; clay pipes advanced 15c a box, and are now 90c a box; canary seed went up 1c, and is now 10-11c; French wines went up 15c gallon on account of prohibition of export. Spirit vinegar is firm, due to difficulty in securing spirits. It would not be surprising to see vinegar 25c a gallon before long. Rolled oats are easy, sales being made at $2.60 per bag and $5.40 per barrel. Packages are quoted at $4 per case, for delivery end of this month.

SUGAR.—The trade was somewhat

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
Rolled oats easing off.
No further decline in feeds.
Weaker market for Ontarios.
Flour business improves slightly.

PRODUCE AND PROVISIONS—
Advance in certain egg prices.
Cheese and butter markets firm.
Pure lard market steady.
Scarcity of bacon being felt.
Advance in live turkeys.

FRUIT AND VEGETABLES—
Apples scarcer and dearer.
Musk melons will finish soon.
Few new fruits coming in.
Good cabbage worth 50c doz.
Nice celery being offered.
Head lettuce arriving cheaper.

FISH AND OYSTERS—
Three fast days this week.
Halibut and haddock scarce.
Lake fish in abundance.
Salmon, east and west, plentiful.
Lobster scarce, jumps to 32-35c.
Oyster demand improving.

GENERAL GROCERIES—
Advance of 2c in molasses.
Sugar drops a further 10c bag.
Dried fruits situation interesting.
Nut buyers holding off.
Canned tomatoes quoted at 97½c.
Dried peas ease off considerably.
Spot Brazil nuts advance 1c.

ONTARIO MARKETS.

FLOUR AND CEREALS—
Future prices uncertain.
Depend on crop movement.
Mill feeds firm.
Little doing in cereals.

PRODUCE AND PROVISIONS—
Butter firmer and higher.
Same applies to eggs.
Easier tone to lard.
Cheese prices shaded.
Honey down one cent.

FISH AND OYSTERS—
Oysters sell well.
Lake fish in demand.
Halibut is scarcer.
Opening of smoked season.
Lobster scarce and high.

FRUIT AND VEGETABLES—
Potatoes suffering rot.
Apples show weather effect.
Most berries through.
Plums are lower.
Cucumbers have good demand.
Oranges shaded slightly.

GENERAL GROCERIES—
Sugar down another dime.
Tomatoes and corn higher.
Mediterranean fruits may suffer.
Seedless and seeded cleaned up.
No change in tea.

surprised to learn towards end of last week that a further decline had taken place in the price of sugar. This occurred within two days of drop made necessary on account of an agreement between refiners and wholesalers. The second decline, which like the first was one of 10c per cwt., was caused more by a weakening in the market. On that day, raws weakened considerably, and refined in New York dropped 25c. It is possible, as many dealers had been waiting for an adjustment of prices before buying, that many were caught. However, refiners state that the volume of business placed before the second decline took place was not heavy.

	Per 100 lbs.
Extra Granulated Sugars—	
100 lb. bags	6 45
20 lb. bags	6 55
2 and 5-lb. cartons	6 75
Yellow Sugars—	
No. 3	6 30
No. 1	6 05
Extra Ground Sugars	
Barrels	6 80
50 lb. boxes	7 00
25 lb. boxes	7 20
Powdered Sugars	
Barrels	6 60
50 lb. boxes	6 80
25 lb. boxes	7 00
Paris Lumps—	
100 lb. boxes	7 05
50 lb. boxes	7 15
25 lb. boxes	7 35
Crystal Diamonds—	
Barrels	7 05
100 lb. boxes	7 15
50 lb. boxes	7 25
25 lb. boxes	7 45
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEAS.—There is a distinctly easier feeling here for common stuff—tea that is too common for most people to use. Ceylons remain firm for better grades, but weak for common grades. Talk of England imposing a further duty on tea has caused a renewal of duty talk among the tea importers here.

DRIED FRUITS.—The demand is mostly for Californias for fall, and prices are lower in proportion to any Mediterranean fruits. They are reasonable, although the market on Californias is firmer than when opening quotations were named. Wholesalers expect to be compelled to buy figs, bleached raisins and Sultanas from California; in fact, some wholesalers have bought. The demand for seedless is expected to be much bigger than ever on account of Valencias being so high. Valencias are expected to cost 12c for selected, and 12½c for 4-crown layers, which price is considered prohibitive by the trade. There are many who do not believe Valencias will figure much on this market this year. Some shippers in California have withdrawn prices on fancy bleached Thompson and on Thompson seedless. There is a fair demand for prunes, and futures are steady. A further advance of 2c on Sultanas took place this week in Montreal, bringing the price for loose up to 14c, and for 1-lb. packages to 15c.

EVAPORATED FRUITS.	Per lb.	
Apples, choice winter, 25-lb. boxes	....	0 09
Apples, choice winter, 50-lb. boxes	....	0 08½
Apricots	0 15½	0 17½
Nectarines, choice	....	0 15½
Peaches, choice	0 10	0 11
Pears, choice	....	0 13½

DRIED FRUITS.		
Candied Peels—		
Citron	0 20	0 21
Lemon	0 13½	0 14
Orange	0 13½	0 14
Currants—		
Amalias, loose	....	0 07½
Amalias, 1-lb. pkgs.	....	0 08
Filiatras, fine, loose, new	....	0 07½
Filiatras, packages, new	....	0 08
Vostizzas, loose	....	0 09
Dates—		
Dromedary, package stock, per pkg.	....	0 09
Fards, choicest	....	0 12½
Hallowee, loose	....	0 08
Hallowee, 1-lb. pkgs.	0 07½	0 09
Figs—		
8 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	....	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	....	0 11½
1 lb. glove boxes, each	....	0 12
Prunes—		
30 to 40, in 25-lb. boxes, faced	....	0 14
40 to 50, in 25-lb. boxes, faced	....	0 13
50 to 60, in 25-lb. boxes, faced	....	0 12
60 to 70, in 25-lb. boxes, faced	....	0 11
70 to 80, in 25-lb. boxes, faced	....	0 10
80 to 90, in 25-lb. boxes, faced	....	0 09½
90 to 100, in 25-lb. boxes, faced	....	0 09
Raisins—		
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	....	3 60
Muscatels, loose, 3-crown, lb.	....	0 09
Sultana, loose	....	0 14
Sultanas, 1-lb. packages	....	0 15
Cal. seedless, 16 oz.	....	0 09
Seedless, 12 oz.	....	0 08½
Fancy seeded, 12 oz.	....	0 09
Choice seeded, 12 oz.	....	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Wholesalers state that spot stocks of shelled walnuts are selling cheaper than new. Prices on new crop are said to be comparatively high just now, but wholesalers believe that, as the crop is a fairly large one, prices will come down later. They are, therefore, delaying their buying until later in the season. It is the general belief that a reaction will take place in about a month's time. To delay buying seems to be the attitude of the retailer, wholesaler and the importer. This applies more or less to all kinds of nuts. Prices on spot stocks of Brazil nuts have advanced 1c per lb. to 13-14c.

Almonds, Tara	0 17	0 18
Grenobles, new	0 15½	0 16½
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 37	0 38
Sicily filberts	0 13	0 14
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 13	0 14
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—About the same remarks apply to this market as were made last week, only the market is stronger than ever. As was expected, local wholesalers have again advanced their prices, and are now asking 57c for fancy and 48c for choice on the Island of Montreal. It is believed that stocks being carried by wholesalers here are not large enough to carry them through the season; it is expected that mixed molasses will make its appearance on the market very soon. It is stated that not a single puncheon of fancy molasses remains on the Island of Barbadoes.

Barbadoes Molasses—	Price for Island of Montreal. Fancy.	Choice.
Puncheons	0 57	0 48
Barrels	0 60	0 51
Half barrels	0 62	0 53

For outside territories prices range about 3c lower. Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—Sage is still going up, and liable to go up until none can be bought. Prices are 400 per cent. higher than they were several months ago. Dealers are quoting 50c, whereas they quoted 15-20c some time ago. Other lines continue about the same.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	—....	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochin	—0 22	—....	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	—....	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	—....	—....
Turmeric	0 21—0 23	—....	—....

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—This market looks strong. Imported rices are still out of the question, and will be for some time.

Rangoon Rices—	Per cwt.
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 1c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.	
Bags, 224 lbs.	....	0 05½
Half bags, 112 lbs.	....	0 05⅝
Quarter bags, 56 lbs.	....	0 05¾
Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

COFFEE.—Prices are low; business is fair, which conditions are likely to continue as long as the war lasts. With Germany and Austria out of the market, other countries are well stocked. Chicory is scarce and dear.

Coffee—		
Plantation Ceylon	0 32	0 34
Java	0 35	0 40
Arabian Mocha	0 34	0 37
Guatemala	0 26	0 28
Mexican	0 25	0 28
Maricaibo	0 22	0 24
Jamaica	0 22	0 24
Santos	0 19	0 22
Rio	0 16	0 18
Chicory	....	0 14

DRIED VEGETABLES.—The trade here is anxiously awaiting the arrival of some accurate information on what has happened to the crop of beans in Ontario. Some people go so far as to state that the beans have become rusty, and are being used as a fertilizer. In the meantime the market here is strong, with very few Canadian beans offering on the market. What are being offered are Michigan beans, for which fancy prices are being paid. New peas are coming in more freely now, and it is now known that the crop in Quebec Province is an exceedingly good one. Prices have

eased off at least 25c per bushel. There is no change in splits quotations.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 45	3 75
Yellow eyes, per bushel	....	4 00
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	...	3 05
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	3 00	3 30
Barley, pearl, lb.	0 05	0 06

CANNED GOODS.—Packers announce that they have stopped the further sale of Red Spring salmon, which has been withdrawn from the market at the coast on account of scarcity.

Sockeye 1915 pack to date, on the Fraser River, is a disappointment (about 30,000 cases), which means that packers will be able to make only about 50 per cent. delivery on foreign contracts, and all are being packed in halves. Since the opening of the season, canners on the Fraser River have been paying fishermen 40c each for Sockeye salmon, and high prices for other varieties, and last week prices for Sockeye advanced to 50c and 55c each. This brings the cost of raw material up pretty high. Adding the cost of tins, cases, labels, labor, and overhead expenses to this, it will be seen that the price of Sockeyes is liable to be high. The Sockeye season is about over.

The price to fishermen for Cohoes is high, and up to date only a few have been canned. It is too early to say much about the pack of this variety, as the main run usually comes a little later in the season. There is considerable foreign demand for Cohoes in ½-lb. flat tins, and for this reason most packers have made preparation for ½'s only.

The run has been fairly good for pinks. From the point of cost it might be said that Pinks are one of the best food values of all varieties, providing, however, they are caught in verey cold water. Pinks caught in warm water are not desirable at any price.

Prospects for tomatoes, corn and peas are said to be unfavorably reported on, and there is likelihood, some wholesalers say, of the pack being the shortest on record for some years. In the case of beans, crops are reported in bad condition. Whilst the acreage is larger than in past years, hundreds of acres have been flooded, and those that will be harvested are reported to be of poor quality.

The apple crop, taking Ontario throughout, is not a good one. Probably, Montreal wholesalers say, not over twenty to twenty-five per cent. of last year's crop will be marketed, consequently evaporated apples will command high prices. Up to the present prices are not available.

The new season's canned blueberries have been placed on the market at $1 per doz. for 2-lb. tins, and $4.75 for gallon tins. As to the rest of the new canned fruit and vegetables, little can be learned, and no idea can be given when prices will be named—there may be no opening prices at all this year. The price of tomatoes to the retailer is to-day generally 95c, and wholesalers state that they could not buy to-day for less than 97½c, Montreal. Canned peas, beans, and corn are being quoted here at around 87½c.

Salmon, Sockeye—	
1 lb. talls, cases 4 doz., per doz.	2 52½
1 lb. flats, cases 4 doz., per doz.	2 72½
½ flats, cases 8 doz., per doz.	1 57½
Five cases or more, 2½c doz. less than above.	

ONTARIO MARKETS

Toronto, Sept. 16.—The chief things of interest this week in Toronto are the decline in sugar of ten cents and the canned goods situation. The decline in sugar came two days after the other decline, which was resultant from the new arrangement limiting wholesalers' profit. The second "dime" decrease was solely on account of weakness in the primary market, part of which has since recovered. This makes sugar, however, on the basis of $6.51 in Toronto. Further declines are not expected at the moment.

The canned goods situation is interesting if only on account of the contrast it affords. Two months ago canned tomatoes were sold at 75 cents net, laid down to retail trade. Price, after last week's advance, is now 97½c. Some advance! And it looks as if still higher prices will be seen. Corn and peas are firm, too—but, for details, read our canned goods market report.

Eggs advanced a cent this week, partially on account of an export demand being resurrected again. It will be remembered that some months ago Canada was exporting a bunch to England and then suddenly stopped. We have begun again now, and there is a good market in the Old Country because they can't get as much dairy produce as they would like from Denmark. Butter is also firmer this week. Honey, by the by, was a cent lower on a continued poor demand.

For some unknown reason there was no Indian auction in London on Monday last. This was totally unexpected. It is not a holiday and there was a lot of tea awaiting auction. So far no explanation has come through. Anent the tea situation, it is interesting to speculate on the effect of the British Budget on the tea tax. A number of people seem to think the tax will be increased eight cents a pound. We shall see.

SUGAR.—All prices are again down ten cents. This decline came soon after we went to press last week, and was solely the result of the weakness in the primary market, to which our own market was sympathetic. Part of the primary weakness has been recovered. Business is ordinary here and shows no feature. It is felt, however, all round that there will be no further easiness in the situation.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 51
20 lb. bags	6 61
10 lb. bags	6 66
2 and 5-lb. cartons	6 81
Nova Scotia refined, 100-lb. bags	6 41
New Brunswick refined, 100-lb. bags	6 51
Extra Ground Sugars—	
Barrels	6 91
50 lb. boxes	7 09
25 lb. boxes	7 21
Powdered Sugars—	
Barrels	6 71
25 lb. boxes	7 11
Crystal Diamonds—	
Barrels	7 16
100 lb. boxes	7 26
50 lb. boxes	7 36
Cartons (20 to case)	7 91
Cartons (50 to case)	8 41
Crystal Dominoes, cartons	7 91
Paris Lumps—	
100 lb. boxes	7 26
50 lb. boxes	7 36
25 lb. boxes	7 56
Yellow Sugars—	
No. 1	6 11

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—There is little news to report as to the market tone because, for some inexplicable cause, no Indian auction was held on Monday in London, even though there was no announcement as to a postponement or abandonment of the customary sale. London sends, however, little but bearish information on common grades, the auctions doubtless being affected by the accumulation of Indias and Ceylons. Medium and better grades are holding up more respectably. Speculation is rife as to the effect of the Budget which will soon be down, in about ten or fifteen days now. It is freely urged by some authorities that tea will suffer an increase in tax of eight cents. This will, of course, not affect us here in Canada. In this market there is little new. Teas seem to have moved freely Exhibition weeks.

DRIED FRUITS.—The crop of seedless raisins is already pretty well sold up and prices are advanced on those obtaining at the opening. There is, moreover, a strong feeling in all quotations on spot stuff. Higher prices yet will doubtless obtain. New muscatel crop looks about average, and there will not likely be any new prices on these. Old crop seeded are pretty well sold off and will be off the market by the end of the month. Peaches continue low, with little business.

On account of California showing big disposition to sell apricots, there is an easier feeling in these, though no big buying is going on. There is an easier tone to prunes and prices are shaded a trifle on 40's and 60's for October delivery. Few offerings are to be had for September shipment and these are at fully 4¼. The deadlock between the packers and Californian growers is hampering demand at the Coast a good deal. All advices continue to point to a strong market in currants. The Greek Government's retention of part of the crop, French and Dutch buying, and damage to the crop by adverse weather are all factors which will pull the crop down to shorter extent still and so present levels.

California Lima Beans—		
Bag lots	....	0 07½
Less than bag lots	....	0 06½
Barley—		
Pot, per sack, 96 lbs.	....	3 30
Pearl, per sack, 96 lbs.	....	4 30
Peas—		
Split peas, sack, 98 lbs.	....	6 00
Sacks, 40's	....	3 02
Whole peas, bushel	....	2 90

BRITISH COLUMBIA MARKETS
(By Wire)

Vancouver, Sept. 16.—Business is improving. There are no changes in prices this week.

Wholesale grocers and flour and feed dealers report a demoralized condition of their business in flour and wheat owing to the recent sensational fall in prices, when flour dropped first seventy-five cents and then fifty cents per barrel in the course of one week. Retailers are holding back their purchases in expectation of further decline and what little they are buying is only the small quantity for which they receive orders day by day.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	....	0 31
New Zealand cubes	....	0 36½
New Zealand brick	....	0 37
Cheese, per lb., large	....	0 19
EGGS—		
Local fresh		32 c
Extra selected		28 c
Vancouver Island		32 c
Lard, 3's, per case		8 55
Lard, 5's, per case		8 47
Lard, 10's, per case		8 40
Lard, 20's, each		2 73

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evaporated apples, 50's	09 c
Flour, best patents, bbl.	6 30
Lemons, box	3 75 4 25
Potatoes, per ton	18 00
Rolled oats, bail of 80 lbs.	3 45
Onions, lb.	½c
Oranges, box	2 75 3 00
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 35
Sugar, yellow, per cwt.	6 70
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Cohoes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (EDMONTON)
By Wire.

Edmonton, Sept. 16.—Business is good and collections are fine. Farmers are getting money and country stores are collecting bills. Outlook for beans is promising, the supply from Ashcroft, B.C., relieving the situation. Lard and cheese advance both ¾c, and sugar has declined 10c. Rolled oats has dropped to a basis of $2.15 for bale. Canned vegetables are advancing, and jobbers' stocks of 1914 pack are rapidly depleting. Flour is $2.90 for first grade patents, and local is $2.80. All cereals are down, including grain, flour, barley, rye and buckwheat.

Produce and Provisions—		
Cheese, new, lb.	0 18¼	0 19¼
Butter, creamery, per lb.	....	0 30
Butter, dairy, No. 1, 22c; No. 2	....	0 17½
Eggs, dozen	....	0 27
Eggs, No. 2	....	0 20
Lard, pure, 3's, per case	....	8 40
Lard, pure, 5's, per case	....	8 35
Lard, 10's, per case	....	8 25
Lard, pure, 20's, each	....	2 70
General—		
Beans, Ontario, per bushel	....	3 90
Beans, Japan, per bush.	3 30	4 00
Coffee, whole roasted, Rio	0 15	0 16
Evaporated apples, 50's	0 10	0 10½
Potatoes, per bush.	0 25	0 35
Rolled oats, 20's, 80c; 40's	....	1 60
Rolled oats, bail, $2.15; 80's	....	1 75
Flour, fancy patents	....	2 90
Flour, seconds	....	2 80
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	7 65	7 75
Sugar, yellow, per cwt.	....	7 25
Canned Goods—		
Apples, gals., case	....	1 60
Corn, standard, per two dozen	2 05	2 15
Peas, standard, 2 dozen	....	2 15
Plums, Lombard	....	2 25
Peaches	....	3 55
Strawberries, $1.45; raspberries	....	4 00
Tomatoes, standard, per 2 dozen	....	2 60
Salmon, sockeye, 4 doz. talls, case, 1s	....	9 70

SUBMARINE ACTIVITY IN THE MEDITERRANEAN

There have been some despatches recently to the effect that the enemy has been busy with submarines in the Mediterranean, particularly in the neighborhood of the Straits of Gibraltar. If these rumors be correct, it is an anxious time for anybody who has fruits or nuts on order. Many consignments of currants, some of almonds, and other things are known to have left their point of shipping. These would have been bought at a time when prices were considerably lower than they are now. If the boats carrying them were to be torpedoed and the goods lost, the consignees would have to cover by buying again, **when the market is higher.** This, in itself, would be a factor in the price situation. The purport of this is to point out that for those who can, **now** is the accepted time to buy fruits and nuts and Mediterranean stuffs.

Cohoes, 1's, $5.85; humpbacks, 1's	....	4 35
Fruits—		
Lemons	....	4 50

ALBERTA MARKETS (CALGARY)
By Wire.

Calgary, Sept. 16.—Since last report there have been two declines in rolled oats, making them $2.15 and $2.55. On Tuesday sugar dropped 10c. Storage eggs are being drawn on freely at $8.25 a case. New-laids are 30c per doz. California grape fruit is practically over, and Florida is not expected for some time. Heavy frosts on Saturday and Sunday did a lot of damage to garden crops and unripe grain. Business in city is fair.

General—		
Beans, small white Japan, lb.	....	0 06¾
Flour, No. 1 patent, 98's	2 90	3 00
Rolled oats, bail	....	2 55
Rolled oats, 80s	....	2 15
Rice, Siam, cwt.	....	4 00
Potatoes, new, per bush.	....	0 45
Sugar, pure cane, granulated, cwt.	....	7 65
Shelled walnuts, finest halves, lb.	....	0 40
Shelled walnuts, broken, lb.	....	0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	0 16	0 17
Butter, No. 1, dairy, lb.	....	0 22
Eggs, new laid, doz.	....	0 30
Eggs, storage, case	....	8 25
Lard, pure, 3s, per case	....	8 55
Lard, pure, 5s, per case	....	8 50
Bacon, smoked backs, per lb.	....	0 19
Bacon, smoked bellies, per lb.	....	0 21
Canned Goods—		
Tomatoes, 3s, standard, case	....	2 65
Corn, 2s, standard, case	....	2 25
Peas, 2s, standard, case	....	2 25
Tomatoes, gals., case	....	2 00
Apples, gals., Ontario, case	....	1 75
Strawberries, 2s, Ontario, case	....	4 90
Raspberries, 2s, Ontario, case	....	4 50
Lobster, ½s, per doz.	....	2 65
Salmon, finest sockeye, talls, 48xls, per case	....	10 00
Salmon, pink, talls, 48xls, per case	....	4 50
Dried Fruits—		
Evaporated apples, 50s, per lb.	....	0 09½
Peaches, choice, 25s, per lb.	....	0 07½
Apricots, choice, 25s, per lb.	....	0 13
Pears, choice, 25s, per lb.	....	0 14
Fruits and Vegetables—		
Blackberries	....	2 00
Blueberries, Ont., basket	....	2 00
Cantaloupes, crate	....	5 00
Grapefruit, Cal.	....	5 00
Oranges, case	....	5 75
Lemons, case	....	6 25
Peaches, crate	....	0 90
Tomatoes, 4-basket crates	....	0 70

NEW BRUNSWICK MARKETS
By Wire.

St. John, N.B., Sept. 16.—Interest in flour market is still keen locally, and dealers are looking for still lower quotings. Buying is considerably improved, but there is much holding off awaiting further turn in market. No change since last week. Changes looked for in sugar are now effective, and since the rearrangements, Standard is $6.50. Provision market is firmer, American pork being $24.25 to $26. Corned beef, 1's, is higher at $2.90 to $3.35. Pure lard is 13c to 13½c. Molasses is still holding firm, and higher quotings are expected. Dairy products are firmer. Eggs advanced to 23c and 24c. Butter is about same as last week. All vegetables are easier, with plentiful stocks.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	24 25	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 26	0 27
Eggs	0 23	0 24
Lard, compound, per lb.	0 11¼	0 11¾
Lard, pure, per lb.	0 13	0 13½
Cheese, new	0 15	0 15¼
Flour and Cereals—		
Cornmeal, gran.	....	5 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	6 60
Flour, Ontario	....	5 95
Rolled oats, per bbl.	....	7 25
Oatmeal, standard, per bbl.	....	8 00
Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Potatoes, bushel	0 60	0 70
Sugar—		
Standard granulated	....	6 50
United Empire	6 40	6 45
Bright yellow	6 30	6 35
No. 1 yellow	6 10	6 15
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	3 80	3 85
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 52	0 53
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09¼	0 09½
Rice, per cwt.	4 25	4 50

W. R. Finn, grocer, Medicine Hat, Alta., who has been carrying on a grocery business on Princess Avenue, has moved on to North Railway Street, and is now in his new stand, opposite the C. P. R. depot.

though very high, will be sustained, it is thought.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 09½	0 10½
Amalas, choicest, per lb.	0 10	0 10½
Patras, per lb.	0 10½	0 11½
Vostizzas, choice	0 12	0 13
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11¼
70-80s, 50 lb. boxes	0 09	0 09¼
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets		0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

NUTS.—The warm weather is hampering demand in all lines and making this quiet season quieter even than usual. There exists some doubt as to what the Tarragona almond crop is like. Some operators cable that it is worthless, but till confirmation arrives this is not regarded as authentic. No special feature to the market here.

In Shell—	Per lb.	
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble		0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts		0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

SPICES.—There is more activity demonstrated here in spices than for some weeks. A revival in peppers, black and white, is apparent, and values have correspondingly stiffened a little. We do not alter our prices, however; the advance is covered by our quotations. Gingers and cassias are still firm. Sage lacks in interest a little, though there has been some demand last week. Nutmeg shows but a hand-to-mouth call at present.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	——	—0 15
Cassia, whole	——	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	——	0 27—0 35
Cloves, whole	——	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 35	0 50—0 60
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	——	0 25—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	——	—0 30
Nutmegs, ground, bulk, 45c; 1 lb. tins	——	—0 50
Pastry spice	——	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 18—0 24	0 30—0 35
Peppers, white, ground	0 18—0 24	0 35—0 38
Peppers, white, whole	——	0 35—0 37
Pickling spice	——	0 16—0 20
Turmeric	——	0 18—0 20

RICE.—There is no change to record in this market. Buying is of the usual steady variety and prices at this writing show no alteration.

Rice—		
Rangoon "B," per cwt.		4 00
Rangoon, per cwt.	4 00	4 50
Rangoon, fancy, per cwt.		5 00
Patna, fancy	0 07½	0 09
Tapioca—		
Pearl, per lb.	0 07	0 07½
Seed, per lb.	0 07	0 07½
Sago, brown, per lb.		0 05½

TORONTO

CANNED GOODS.—There is another advance in price of canned tomatoes and they are now selling at around 97½c net, delivered Toronto. This is a high price in comparison with some levels that have obtained, but it looks as if it will go higher yet. There has been a fair export demand and this, coupled with the short pack, has made prices firm and higher, and will continue to further that tendency. The same applies to corn. This is both scarce and high. The reasons are, in the main, three: (1) There is this year a reduced acreage. (2) There is a shortage of factories, and (3) Unfavorable crops. The crop of corn so far is only a fraction of what it was last year. Last year's came earlier, of course, and there is time for this year's to pick up and equal that of 1914, but it is not likely it will. Corn, therefore, will likely be higher. There is no change in the peas situation, except that buying is strong.

As to salmon, both sockeye and cohoes are short and an advance in the latter is freely rumored.

MANITOBA MARKETS

Winnipeg, Sept. 16.—Business is improving. Country trade is excellent, and there is a marked improvement in city business. The fact that the Western crop is now made, and is the biggest and best yet, is putting heart into things. On the whole, there is more genuine optimism in Western business circles to-day than at any time since the outbreak of war.

Wheat prices have improved during the week, but are unsettled and likely to go lower. Generally it is considered that 80c at the lake head is all that may be expected, but with wheat threshing at 30 to 50 bushels to the acre, there should be good money in this year's crop.

As regards prices, sugar is 10c per cwt. lower, and there is a general advance in currants, due to war conditions. There are some changes in produce, fruits and vegetables.

A general speed up in all lines in the West is now in order.

SUGAR.—Sugar shows a decline of 10c in all lines. This is a little unexpected, and may be only temporary, being due to new arrangement between wholesalers and refiners. There is a first-class demand and good supply.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	7 05
Extra ground or icing, boxes	7 90
Extra ground or icing, bbls.	7 70
Powdered, boxes	7 70
Powdered, bbls.	7 50
Hard lump (100-lb. cases)	8 00
Montreal, yellow, bags	6 65
Sugar, Western Ontario—	
Sacks, per 100 lbs.	7 00
Halves, 50 lbs., per cwt.	7 15
Bales, 20 lbs., per cwt.	7 90
Powdered, 50s	7 45
Powdered, 25s	7 80
Icing, barrels	7 75
Icing, 50s	8 00
Icing, 25s	8 95
Cut loaf, barrels	7 85
Cut loaf, 50s	8 10
Cut loaf, 25s	8 35
Sugar, British Columbia—	
Extra standard granulated	7 00
Bar sugar, bbls.	7 15
Bar sugar, boxes	7 40
Icing sugar, bbls.	7 35
Icing sugar, boxes	7 00
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 10
Yellow, in bags	8 60
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ½ doz.	3 03
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25
(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)	
Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34
Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

DRIED FRUITS.—A sharp advance in currants is the feature of the dried fruit market. War in the East and difficulty in getting supplies through will likely bull prices further in all Mediterranean lines.

Apples, evaporated, new, 50's		0 08½
Apricots, choice, 25's		0 12
Apricots, choice, 10's		0 12½
Currants—		
Dry clean		0 08½
Washed		0 09
1 lb. package		0 09½
2 lb. package		0 18
Vostizzas, bulk		0 11
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1-lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 06½
Choice, 25-lb. boxes		0 07¼
Choice, 10-lb. boxes		0 07¾
Raisins, Muscatels—		
3 crown, loose, 25's		0 09¼
3 crown, loose, 50's		0 09
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10¾
Fine		0 10¾
Prunes, in 25-lb. boxes—		
90 to 100		0 09¼
80 to 90		0 09½
70 to 80		0 10
60 to 70		0 10½
50 to 60		0 11
40 to 50		0 11½
Table Layer Figs—		
7-crown, 3- lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 15
3-crown, 10-lb. boxes, per lb.		0 12¾
Glove boxes, per doz.		1 00
Cooking figs, tans, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07¼

RICE AND TAPIOCA.—

Rice and Tapioca—		
No. 1 Japan, per lb.		0 06
No. 2 Japan, per lb.		0 04½
Sia, per lb.		0 03¾
Patna, per lb.		0 07¼
Carolina, per lb.		0 08½
Sago, pearl, lb.		0 06¼
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES.—

Beans—		
California, hand-picked, per bushel		4 30
Three-lb. pickers		5 65

Thro' Other Spectacles

Another Valorization Scheme?

From Simmons' Spice Mill.

THE prospects of a large crop and the loss of the German and Austrian markets by the war embargo have led the Brazilian Government and its State of Sao Paulo to resort again, it is reported, to the so-called valorization plan for the protection of their coffee planters. Despatches from Rio de Janeiro, reflected in articles published in other pages of this number of The Spice Mill, say that at the request of Sao Paulo, the Brazil Congress has ordered an issue of about $97,000,000 paper currency, half of which is to be used in buying and withdrawing from the market a large part of the new coffee crop, up to 4,000,000 bags. The first valorization, following the record high crop of 1906-1907—23,800,000 bags—caused a continuous disturbance of the coffee trade for five years, though there is no gainsaying the fact that for a time its operation seemed to be the salvation of the coffee interests of this country. Of course, no second coffee valorization scheme can be participated in directly by anyone in this country, as was the case with the first. When something like Brazil's plan was proposed last year for the relief and protection of our cotton growers, officers of our Government who advocated the plan were reminded of the Sherman Act suit, brought during the operation of the first coffee valorization scheme, against agents and representatives of Brazil, and the proposal dissipated into thin air.

The coffee trade in general in this country want no repetition of their experience with valorization, and Brazil's depressed financial condition would hardly seem to be able to stand the extra burden of this vast issue of paper notes.

WAR OFFICE BUYING CHEESE

Montreal, Sept. 16th — (By Wire)—Purchasing agents of the British War Office have completed extensive orders for cheese spread over the last three months. All orders on hand have been filled and the great bulk of the shipments made. Reports of big purchases have been heard which are officially described as grossly exaggerated both as to the extent of purchases and future shipments. Evidence that certain interests were ignored in purchasing which was done in original markets may be an endeavor to enhance prices. Total war purchases to date are small in proportion to increased visible supply.

Making the Bookkeeper Responsible

Second Talk of a Series on Business Management, Prepared for the Readers of Canadian Grocer by Robert O. Holmes.

IN "Talk No. 1" last month I dealt with the subject "Backbone in Account Collecting" and told how one merchant who was looked upon as the leading merchant in his town, was put out of business because he did not have backbone enough to insist on the settlement of accounts. There are a good many merchants who do not like the idea of looking after the accounts personally. I have found that where the business is large enough to warrant the employment of a bookkeeper that it often pays to make the bookkeeper responsible for the collection of outstanding accounts.

Of course it will always be necessary to supervise the work very carefully but you do not necessarily appear in the matter before your customers. No matter how tactful a merchant may be, he is bound to find difficulty when it becomes necessary to exert pressure on a slow-pay customer who thinks that he knows you well enough to be allowed to pay when he likes, unless you can make the transaction appear as a part of the store system over which you have no control. When a debtor of this class appeals to you personally—and when are you free from such appeals?—you are then in a position to say:

"Well, it's this way, Mr. Blank, I've made my bookkeeper absolutely responsible for all accounts and under the circumstances I can't in fairness to him interfere. You had better see him and give him as much as you can now and arrange for the balance."

This cuts the ground from under his feet. The stand you have taken is a fair and logical one. He cannot appeal from it and neither can he take offence. The latter is an important point, while it is essential that the books should be kept clean, it is equally essential that the merchant should avoid trouble or unpleasantness with customers.

But if it is often advisable for a merchant to remain in the background in the matter of collections, he should always be very much in the forefront in the matter of the regulation of credits.

The supervision of credit is equally as important as a collection system. A slow-pay customer cannot do you out of your money if he does not get on your books in the first place. From my experience I would strongly advise that, when an account is opened, the amount should be marked in the ledger which you consider this account should not be allowed to exceed. And keep to it. If this were done we would not find the books of so many merchants filled with accounts quite out of proportion to the means of the debtors. Bills have a truly astonishing rapidity for mounting up. When an account is started, neither the seller nor the purchaser has any intention of allowing it to grow to large proportions; at least the honest purchaser has no such intention. But as time goes on it creeps up until the total astonishes both the seller and the purchaser. When a debt reaches the stage where it is beyond the means of the purchaser to settle it within a reasonable time the work of scoring it off becomes a laborious one for the debtor and a decidedly aggravating and sometimes embarrassing situation for the creditor. In many cases customers when their accounts become too large to pay will start going to other stores for supplies. They may not be intentionally dishonest, but merely passively lacking in moral ballast. They dread to face the merchant while the bill is still running, and thus, following the line of least resistance, transfer their custom to the opposition store and often pay cash for their purchasers from the latter merchants.

Therefore, limit all accounts and state that limit when each account is opened.

Secondly, I would urge that a statement be rendered every week or month, and let it be early in the month. Good payers like to have their account rendered regularly. It is doubly necessary that accounts should be rendered regularly to slow-pay customers. This is the only way to keep them spurred up to the necessity of settling.

Thirdly, always give an invoice or counter check at the time of purchasing.

In talk No. 3, next week, I will deal with another phase of account collecting.

Apples Scarce, Inferior and Dear

Rains Have Affected Quality Seriously—A Rot is Making Itself Felt—Most Berries Now Done —Beets and Celery Considerably Lower — Canadian Fruits Selling Better Than California Stuff—Slight Easiness in Valencia Oranges

MONTREAL

FRUIT.—Apples are going to be scarce and dear this year—that's the way the market looks this week. Supplies of Alexanders and St. Lawrence are arriving, with supplies of Wealthys expected in this week. Peach apples are still on the market, selling for $3.75. Alexanders are not so dear, bringing $3 to $3.50 for No. 1's. St. Lawrence are quoted at $3 to $4.50 for various grades. Blueberries are practically done: there may be a few more, but they are gradually disappearing. Blue grapes, which have commenced to come in, are selling at 25c for small baskets. Musk melons will finish this week. Those anywhere near being fairly good are selling for 3.50 to 7.00. For late Valencia oranges are asking 5.50. There are no new fruits on the market this week, and very little change in quotations.

Apples—		
Alexanders, No. 1's	3 00	3 50
Peach, No. 1's	....	3 75
St. Lawrence	3 00	4 50
Bananas, bunches	2 00	2 25
Blueberries, Saguenay, 16-qt. boxes	....	1 10
Grapefruit, 46-54-64-80-96	3 50	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, Cal., crate, 4 baskets	....	2 00
Grapes, Delaware, 6-basket carriers	....	1 75
Lemons—		
Messina, 300 size	3 25	3 50
Verdillis	....	3 75
Limes, box	....	1 25
Musk melons, doz.	5 00	6 00
Oranges—		
Valencias, Cal., late 126-250	....	6 00
Jamaica, 196-200-216	....	4 00
Pineapples, 18-24 and 30-36	....	3 00
Peaches, preserving, basket, 11-qt.	....	0 50
Peaches, box	....	1 25
Peaches, crate, 6 baskets	1 50	1 75
Pears, new, box	2 75	3 00
Pears, 11-qt. basket	....	0 60
Plums, preserving, basket, 11-qt.	....	0 50
Plums, table, box 4 baskets	....	1 75
Cantaloupes, box of 45	2 75	3 50
Apricots, box	....	2 00
Watermelons, each	0 40	0 53

VEGETABLES.—New sweet potatoes came on market this week, and are being offered at 2.00 per hamper. The demand is slow. Oyster plant, with the oyster flavor, used for soups, etc., is being offered at 60c-1.00 per doz. Cabbage can be bought anywhere from 20-50c, but good cabbage costs 50c doz. Red cabbage, which is not arriving over-ripe, is costing the retailer 50c doz. Cauliflowers are bringing 1.50 to 1.75, but there are some selling as low as 1.00 per doz., some at 50c, but not very good quality. Celery can be bought as low as 40-55c, but good stuff costs 1.50 per doz. There is some nice celery on the market, and lots arriving. Onions are bringing 1.40 per bag of 70-75 lbs. Head lettuce came on the market cheaper this week. The quality is not very good, as it has been eaten up by grasshoppers. Many vegetables have suffered from this pest in Quebec. Gentleman corn is bringing 20c doz., while Evergreen is costing 15c. There is a slight advance in spinach to 75-1.00 per box. It is inclined to be scarce. ?

Beets, bag	....	0 75
Beans, wax, Montreal, per bag	0 60	0 75
Beans, green, Montreal, per bag	0 60	0 75
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	....	0 40
Carrots, bag	....	0 75
Cauliflower, Canadian, doz.	1 50	2 00
Celery, Montreal, doz.	....	0 50
Corn, doz.	0 06	0 18
Cucumbers, fancy, doz.	....	0 10
Egg plant, doz.	....	0 50
Leeks, bunch	....	0 05
Head lettuce, doz.	0 25	0 50
Curly lettuce, 3 doz.	....	0 50
Onions—		
Montreal, bag	....	1 40
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	0 65	0 70
Sweet, hamper	....	2 00
Radishes, doz.	....	0 10
Rhubarb, hothouse, doz.	0 15	0 20
Spinach, Canadian, box	0 75	0 90
Turnips, bag	....	1 00
Tomatoes, Montreal, box	....	0 50
Pumpkins, doz.	....	1 00
Squash, doz.	....	1 00
Vegetable marrows, doz.	0 50	0 75
Watercress, Canadian, doz.	0 35	0 40

TORONTO

FRUIT.—There are some Canadian grapes on the market now, nice quality stuff, for 25 to 30 cents. Californian stuff gets lots of business still, though price is a trifle stiffer, and is up a quarter.

Canadian pears are cheaper and are getting better demand than Californian stuff at this writing. Thimbleberries have disappeared. Valencias are a trifle easier and a quarter lower, on an easier demand. Currants, black and red, show little change. They are getting done now, though. Peaches, Canadian stuff, are turning out a'plenty and are selling at reasonably low levels. Their quality seems to have kept up pretty well. Apples, which are of poor quality show no price change. They seem to go bad very quickly and quality is altogether very mediocre. Lemons are a trifle off so far as demand goes though old prices obtain still. Apricots show no change, but have small demand. Quality of many fruits seems to be only second; the heavy rains, it is said, have played havoc and have induced a sort of rot which takes place soon after picking.

Apples, new, bbl.	3 20	3 50
Apples, 11-qt. basket	0 25	0 30
Apples, crab	0 20	0 25
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 35	1 50
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, Can., 11-qt. basket	0 30	0 50
Grapes, Cal., case	2 10	2 50
Grapes, crab, 6-qt. basket	0 20	0 25
Oranges—		
California Valencias	5 00	5 75
Lemons, new, Messina, box	3 50	4 00
Limes, per 100	....	1 50
Peaches, Can., 11-qt.	0 30	0 60
Peaches, Can., 6-qt.	0 20	0 35
Peaches, Georgia, 6 basket	2 00	2 25
Pears—		
California, Bartlett, box	2 75	3 00
Canadian, 6 qts.	0 25	0 35
Plums, Canadian, large basket	0 20	0 25
Plums, box	1 25	1 75
Watermelon	0 35	0 40

VEGETABLES.—Potatoes still show up poor, in quality. The continued rains do not make the state of affairs any better, and it looks as if we will have poor quality stuff right along. New Brunswick stuff and Ontario have both suffered. Prices are unchanged, with an even demand maintained. Cucumbers are up a nickle on a rising demand. Celery is again very cheap now and we quote 30 to 35 cents. Beets are down considerable too. Vegetable marrow is stiffer and five cents higher, 35 cents being outside price and the one at which most is sold. Canadian onions in baskets are now getting better business and we quote 40 to 50 cents therefor. The rest of the list is pretty well unchanged. Business has not been brisk in the vegetable end of the market this last week; fruits have had the trade. Poor quality characterizes a number of crops, same being result of the indifferent and so changeable weather. It is not that the weather has been wet; it is the fickleness that has been so injurious.

Beets, hamper, doz. bunches	0 25	0 30
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 40	0 45
Cabbage, new, doz.	0 20	0 45
Cauliflower, hamper	1 00	2 00

(Continued on page 59.)

Opening Week in Smoked and Pickled Fish

Summer Having Taken Unto Itself Wings, Fall Season Begins—Demand in Toronto Still for Lake and Fresh Stuff, However—Weather is Hot and Fall Has Not Really Arrived —Oysters Keep Up the Good Sale—Lobster and Halibut Scarce and High.

MONTREAL

FISH AND OYSTERS.—This is the opening week of the fall season in all kinds of fresh, pickled, smoked, and prepared lines. Wednesday, Friday and Saturday are the fall Ember Days in the church, which means there are three fish days. This, in conjunction with the Jewish holidays, ought to be a stimulant to trade. Already, on account of the demand, some dealers claim they will be short in some lines, particularly halibut from the West, which will not arrive this week as freely as was expected. It is stated that dog-fish has made its appearance on the haddock fish banks, which will reduce production. Thus, for two of the most important fresh fish lines there will be a shortage. On the other hand, lake fish is arriving in abundance, and is selling at steady prices. Salmon, east and west, is in good supply, and selling at nominal prices. Large quantities of green codfish are supposed to go into consumption now, and this is the starting week for distribution; also for pickled herrings and Labrador salmon. Lobster continues scarce, and is selling to-day at exorbitant prices—32-35c lb. Oysters, bulk and shell, are improving in demand and quality, and with prospects of cooler weather, good trade will certainly result.

TORONTO

FISH AND OYSTERS.—Fish men say they had a good time during the Exhibition, and did a record business. There was a lot of fish eaten at the Exhibition itself. Sword-fish made its appearance to the general public, not having been much sold generally before. Lobster, owing to the demand keeping up so through the last couple of weeks, is up at a high level, and shows no sign of coming down again. Lake fish is still very scarce and prices which have obtained for the past two or three weeks show no signs of alteration. Salmon, to offset this, however, is finding a ready market at easy prices, both the Eastern and Western levels being low. Oysters have kept up pretty well the good send-off they had a couple of weeks ago, though the hot and clammy weather is not a boost agent. Halibut from the West is both late and short in arriving, and ten cents is being asked and readily gotten. Smoked and pickled lines begin to come into their own again now with this week, fall having been supposed to commence now. Dealers report most business in fresh stuff, however, particularly in lake fish. There are no appreciable alterations in price.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.08-.08½
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.08-.09
Haddies, fillets, per lb.	.12	.10
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.16	....
St. John bloaters, 100 in box	1.20	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.18	....
Smoked boneless herrings, 10-lb. box	1.40	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked halibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08½-.09	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.09½-.10	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.04½-.05	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.05½-.06	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	2.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lbs.	6 50	7 60
Dried hake, medium and large, 100 lb.	5 50	....
Dried pollock, medium and large, 100 lb.	5 00	....
Dressed or skinless codfish, 100-lb. case.	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	....
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	9 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, medium and large, lb.	0 32	0 50
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11½—12½	12 —13
Haddock, fancy, express, lb.	5 — 5½	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	12
Salmon, Western	15 —16	17 —18
Salmon, Eastern	16 —17	17 —18

FRESH LAKE FISH.		
Carp, lb.	0 09	....
Pike, lb.	0 08	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 12	13—14
Herrings, per 100	3 00	....
Lake trout	0 10	12—13
Dressed bullheads	0 12	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	.11—12	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lh.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.06½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.06½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	19 00	....
Salmon, Labrador, bbls., 200 lbs.	13 00	....
Salmon, Labrador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bhls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 75	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Lahrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bhls	8 00	....
Holland herrings, imp'ted milkers, kegs.	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

WINNIPEG

FISH AND POULTRY.—There is little to report in these lines, but steady demand and steady business. Poultry raisers expect to secure a good share of the fall business, and doubtless there will be less demand for imported stuff than has hitherto prevailed. There is nothing doing here as yet in oysters.

Fish—		
Fresh salmon	....	0 13
Fresh halibut	....	0 09
Pickerel	....	0 07½
Steak cod, per pound	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan haddie	....	0 08½
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 11
Bloaters, per box	....	1 50
Salt mackerel, 20-lb. kit	....	2 75
Smoked goldeyes, dozen	....	0 50
Poultry—		
Live—		
Fowl	....	0 11
Roosters	....	0 09
Chickens	....	0 16
Turkeys	0 12	0 14
Ducks	....	0 10
Ducklings	....	0 12
Geese	....	0 10

FOR SALE

FOR SALE—FINE CLOVER HONEY. Apply L. Livesay, Cainsville, Ont., R. R. 2. 17-24

Butter and Eggs Advance

Easier Feeling in Cheese—Buying For Storage Has Kept Market Up—Eggs For Export to England—Butter Situation Stronger—Honey Prices Easier on Slower Demand.

MONTREAL

PROVISIONS.—There have been no changes in meat prices, and the market for live hogs continues firm, both here and in the West. Sales of abattoir fresh-killed are being made at $13.25 to $14.25 per cwt. There has been an advance in the price of bacon, which is attributed to scarcity, and the good demand. Lard is in good demand, and the market is steady.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
	Per	bbl.
Barrelled Pork—		
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	27 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¼
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., each	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	....	0 09½
Tubs, 50 lbs., net	....	0 10
Boxes, 50 lbs., net	....	0 09¾
Pails, wood, 20 lbs., net	....	0 10¼
Pails, tin, 20 lbs., gross	....	0 10¼
Cases, 10-lb. tins, 60 in case	....	0 11
Cases, 3 and 5-lb. tins, 60 in case	....	0 11
Bricks, 1 lb., each	....	0 12
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—On account of keen competition between local wholesale and export houses, a stronger feeling prevailed at country boards last week, the prices paid being almost a cent higher. Dealers expect even greater demand for butter later on, when buying begins for future requirements.

Butter—		
Finest creamery	....	0 30
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—The market had a much stronger feeling at the end of the week, and prices at country boards advanced over a cent as compared with prices paid the previous week. The cause for this firmness is difficult to explain.

Cheese—		
Old make	....	0 18
New make	0 14	0 15
Stilton	0 17	0 18

EGGS.—The local demand continues good, but the demand for exports has fallen off. Wholesalers have advanced their quotation on Selects to 28c, and on No. 1's to 24c.

Eggs, case lots—		
Stamped	....	0 28
Selects	....	0 28
No. 1's	....	0 24
No. 2's	0 19	0 20

POULTRY.—Another Jewish holiday falls on Sept. 30, and will continue until Oct. 1. There will be a demand for all lines. There have been few live turkeys coming in, and an advance has taken place. The demand during the Jewish holidays has been up to average, stocks being fairly well cleaned up. A demand will be felt this week for roosters and spring chickens.

Poultry—		
Frozen stock—		
Large roast chicken	....	0 23
Fowl, small	0 13	0 16
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	....	0 23
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 19	0 20
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 17	0 18

Receipts in Montreal

Receipts of butter, cheese and eggs in Montreal are:

	Boxes	Boxes	Cases
Week ending Sept. 11, 1915	12,594	61,576	11,517
Week ending Sept. 12, 1914	11,524	59,943	5,053

TORONTO

PROVISIONS.—There are no alterations in prices this week. Breakfast bacon is a trifle easier and demand seems to have fallen off some in all meats, even though the weather continues hot enough for cooked stuffs to be a good buy. Lard is easy again, on a smaller demand, momentarily.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 13¾
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11¼	0 11¾
Tubs, 60 lbs.	0 11¾	0 13¼
Pails	0 12	0 12¾
Tins, 3 and 5 lbs., per lb.	0 12	0 12¼
Bricks, 1 lb., per lb.	0 12¾	0 13¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¼	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—Butter shows an advance of a cent all along the list this week, and in the case of dairy the range is tightened a trifle, 28c being asked and easily gotten. Demand has suddenly spruced up a bit, and stocks are none too heavy. There has been some export going on at that. Butter has been at reasonable levels all summer, but there are not wanting those who say that fall will see appreciably higher prices. Creamery is worth 26c to 27c at country points, with a firm demand.

Butter—		
Creamery prints, fresh made	0 29	0 30
Separator prints	0 28	0 29
Dairy prints, choice, lb.	0 25	0 28
Dairy solids, lb.	0 21	0 23
Bakers'	0 22	0 23

CHEESE.—Prices remain unchanged, though they are somewhat easier, and likely, it looks, to be more so. It will be remembered that we recently advanced quotations. It appears, however, that there is a lot of demand for storage, particularly for Montreal holding, and that when this falls off prices will sag some.

Cheese—		
New, large, per lb.	0 14¾	0 15
New, twins, per lb.	0 15	0 15¼

EGGS.—There are not as many eggs coming in as there were, and prices have advanced about a cent this week. Dealers are paying 19c or 19½c in the country, and this is meaning a price here for No. 1 new-laids of 23c to 24c. Quality

is now much better than it was. There is considerable buying for export to Great Britain, this trade having come back again after quietness. Demand here keeps up, but with the export call supplies are harder to get.

Eggs—		
Specials (in cartons), doz.	0 25	0 27
No. 1s (straigbt new laids)	0 23	0 24
No. 2	0 17	0 18
Cracked	0 15	0 16

POULTRY.—Fowl is a cent easier, with little buying demand. Broilers are down a cent too, notwithstanding a good call for Jewish holidays. Old turkeys are wider in range, top price being now 17 cents; this is being gotten for good quality right along. Ducklings remain unchanged at 11c to 12c. Demand has been brisker, particularly from the Jewish fraternity, as it has been their New Year celebration.

Poultry—	Live.	Dressed.
Old fowl, pound	0 12—0 00	0 15—0 18
Spring broilers	0 16—0 17	0 00—0 00
Old turkeys	0 13—0 15	0 00—0 00
Ducklings	0 11—0 12	0 17—0 18
Turkeys	0 00—0 00	0 21—0 22

HONEY.—Prices are down a cent, and we quote buckwheat in tins at 7c, and the rest of the list on that basis. Demand is fair to average just now.

Buckwbeat, tins	....	0 07
Strained clover, 60-lb. tins	....	0 10½
Strained clover, in 10-lb. tins	....	0 11
Strained clover, in 5-lb. tins	....	0 11½
Comb boney, No. 1, doz.	....	2 40
Comb honey, No. 2, doz.	....	2 00

WINNIPEG

PRODUCE AND PROVISIONS.—Eggs are getting scarce and have advanced in price. Guaranteed new-laid eggs may soon be expected to be dear. Cheese is firm, and has registered an advance. Lard has scored another decline. Hams and bacons easier.

The butter market shows little change. Creamery butter is due to advance, but dairy butter is expected to be a little easier during the fall months.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	....	0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Sboulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, ligbt	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	22 00
Lard—		
Tierces	....	0 17
Pails	....	2 52
Cases, 5s	....	7 72
Cases	....	7 80

BUTTER.—

Creamery	0 26	0 27
Best dairy	0 16	0 22
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 18	0 19

CHEESE.—

Cheese—		
New, large	....	0 16
New, twins	....	0 16½
Manitoba	....	013½

FRUIT AND VEGETABLES

(Continued from page 56.)

Carrots, new, bag	0 30	0 35
Celery, doz.	0 25	0 30
Corn, doz.	0 10	0 15
Cucumbers—		
Canadian outdoor, basket	0 30	0 35
Egg plant	0 40	0 60
Onions—		
Can., baskets	0 40	0 50
American	0 85	0 95
Spanisb, case	3 00	3 25
Green peppers, basket	0 25	0 35
Peppers, red	0 60	0 75
Green peas, Can.	0 25	0 35
Potatoes, Ontario, new, bag	0 75	0 80
Potatoes, Jersey sweets	1 75	1 80
Potatoes, N.B., Delawares	0 80	0 85
Parsnips, 11 qt.	0 25	0 30
Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	0 20	0 25
Tomatoes, Canadian	0 15	0 20
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow	0 25	0 35

WINNIPEG

FRUITS AND VEGETABLES.—Native vegetables are now plentiful, with the exception of corn and cucumbers, of which the crop is almost a failure. New potatoes are selling at 40c per bushel. The market is well supplied with preserving fruits, which are at reasonable prices. They will hardly go cheaper, and are attractive lines at this season.

Fresb Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	2 00	2 25
Cocoanuts, dozen	....	1 00
Peacbes, case	....	0 95
Plums, case	0 90	1 50
Bartlett pears	....	2 25
Tomatoes, 4 in case	....	0 50
Bananas, bunches	2 50	3 60

VEGETABLES.—

Vegetables—		
Beets, per lb.	....	0 01
Mint, per dozen	....	0 20
Radisbes, per dozen	....	0 10
Onions, per dozen	....	0 10
Cabbage, per lb.	....	0 01
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Musbrooms	....	0 50
Carrots, per pound	....	0 01
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 90
Rhubarb, per lb.	....	0 01½
Cauliflower, per dozen	....	0 50
Spinacb, per lb.	....	0 03
Asparagus, dozen	....	1 25
Garlic, lb.	....	0 40
New potatoes, bushel	....	0 40
New beans, pound	....	0 03
New peas, lb.	....	0 08
New turnips, bushel	....	0 60

LAW TO STOP DISCRIMINATION

A discussion of an interesting character has been started in Kansas regarding the provisions of the "anti-discrimination and unfair trade act," passed by the last legislature of that state. For instance, some authorities hold that under the law it will be illegal for grocers to give special discounts to preachers, a practice that is universal. The law says:

"Any person, firm or corporation, foreign or domestic, doing business in the state of Kansas, and engaged in the production, manufacture, distribution, sale or purchase of any commodity in general use, that shall, intentionally, for the purpose of destroying competition, discriminate between different sections, communities or cities of this state, by buying at a higher rate or selling at a lower rate any such commodity in one section thereof, than is charged or paid for such commodity in another section, community or city, after equalizing the distance from the point of production to the factory, for distribution, and freights therefrom, shall be deemed guilty of unfair discrimination."

MERCHANT BECOMES POST-MASTER

E. J. Cody of Embro, Ont., has received official notification from Ottawa of his appointment to the position of postmaster there. Mr. Cody has been a general merchant in Embro for over 40 years and is one of the town's most respected and public-spirited citizens. He is a past president of the North Oxford Conservative Association, and had been clerk and treasurer of the municipality for 35 years. Mr. Cody is the father of Ven. Archdeacon Cody of Toronto.

BIG SALE OF RAISINS

The California Associated Raisin Company is reported to have received an order for 750 tons of muscat raisins from the British Government. The shipment will be forwarded at once by San Francisco and the Panama Canal to British ports. The price paid was $50,000. This is the second sale in two weeks. The first order was for 300 tons. This will tend to further firm up raisin prices at the coast.

The employees of Wagstaffe's, Limited, Hamilton, Ont., presented a wrist watch to Arthur Sherman and a gold signet ring to Robert Killop, two of their associates who have joined a machine gun battalion.

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

Note the Government's Advertising telling you about Canadian Crawford Peaches. You should see your Grocer at once and put down an extra supply of Niagara Peninsula Grown Fruits. This year quality is extra fine for canning. Fruit means good health.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

Future of Flour Uncertain

Will Surplus Export Wheat Be Moved or Will It All Be Thrown on Domestic Markets? — A Question That Future Must Decide—Markets Easy at Recent Declines — A Weakness in Rolled Oats Markets

MONTREAL

FLOUR.—Prior to and following the decline in the price of flour, business was quiet, being of the hand to mouth kind, and in most cases was lacking altogether. Following the second decline business has picked up somewhat; to use the millers' own term, "retailers are nibbling." Few cars of new Ontario flour have arrived yet, and what has come in is inclined to be soft. The very best old Ontario flour is said to be bringing 6.00 to 6.25 per bbl., and 90 per cents. 5.00-5.25 per bbl. Prices on Manitobas are unchanged. At the lower range of values, the demand from foreign buyers has increased for all grades, and prospects are rather encouraging for a continued good demand from this source.

Manitoba Wheat Flour—	Per bbl.	of 2 bags
First patents	....	5 85
Second patents	....	5 35
Strong bakers	....	5 15
Flour in cotton sacks, 10 cents per barrel more.		
Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 50	5 75
90 per cent., in wood	5 00	5 20
90 per cent., in bags	2 10	2 25

CEREALS.—The rolled oats market shows further weakness on account of the lower prices ruling for oats, and prices have declined a further 5c to 10c per bbl. Retailers should be able to buy now at 2.60-2.65 per bag. The demand continues small. Orders as stated before, are being taken for packages at 4.00 per case, October shipment.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15
Rolled Oats—	90's in jute.	
Small lots	2 65	2 70
25 bags or more	....	2 50
Packages, case	....	4 00
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.		
Rolled Wheat—	100-lb. bbls.	
Small lots	....	3 80
Hominy, per 98-lb. sack	....	2 75
Corn flour, bag	....	2 60
Rye flour, bag	....	3 25
Barley, pot	....	3 00

FEEDS.—Despite the drop in prices all the way down the list which occurred last Tuesday, business continues very brisk. It is claimed that supplies are still hard to get, which sounds rather paradoxical in view of the decline. However, with the millers increasing their output with the arrival of new wheat, a decline became inevitable.

Mill Feeds—	Per ton
Bran	25 00
Shorts	27 00
Middlings	30 00
Wheat moulee	31 00
Feed flour, bag	1 87½
Mixed chops, ton	35 00
Crushed oats, ton	36 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	34 00
Feed oats, cleaned, Manitoba, bush.	0 60
Feed wheat, bag	1 50

TORONTO

FLOUR.—There is little to report in this market this week. Manitoba flour had a drop of fifty cents last week, and whether it was due to that or to some other influence, business has certainly been better this last few days. Export has picked up a trifle and some business has been done. Exchange is still a difficulty; there has been little sentimental effect felt in this market of the rumor that the commission of financiers now in New York will right this affair. There is a feeling everywhere that flour has not touched bottom yet. No doubt if it were found a month from now that we couldn't move the immense crop out West, levels for the buyer here would be lower, since sellers would have to get rid of stocks intended for export as well as domestic stocks. It is too early to speculate on this question. Some people who are holding off because of this contingency may be caught napping, although probably flour could stand another reduction yet. Wheat is firming a trifle; today's market is up another cent following yesterday's, of a cent and a half to two.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	5 95	5 75
Second patents	5 45	5 25
Strong bakers	5 25	5 05
Flour in cotton sacks, 10c per bbl. more.		
Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	4 90	4 70
90 per cent.	4 80	4 60
Straight roller	4 80	4 60
Blended flour	4 00	3 80

CEREALS.—There is little change and little business doing in this market at present. Rolled oats shows a pronounced decline and we quote 2.70 to 2.80 for this, with little trade to be gotten, even at that. Other lines are slow. This market features little activity at present.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 75	2 85
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	2 70	2 80
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—Business still keeps fairly heavy in this market, and had it not been for sympathetic reasons, would have done so without last week's decline. This market is strong. Feeds are still hard to get and the demand continues to be heavy. It would not be surprising to see a general firming-up.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 00
Shorts	27 00	28 00
Middlings	30 00	31 00
Wheat moulee	31 00	32 00
Feed flour, per bag	1 60	1 65
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG

FLOUR.—Flour prices are steady since the last decline. The market is unsettled, and opinion is much divided as to the future. Flour is now not dear, and should it decline further, looks like a good proposition to carry.

Flour—		
Best patents, per sack 98 lbs.	....	2 90
Bakers, per sack 98 lbs.	....	2 65
First clears	....	2 20
Second clears	....	1 75
Rolled oats, 80 lbs.	....	2 60

GREENHUT COMPANY REORGANIZED

Papers of incorporation were filed recently in Albany by the Greenhut Company, Inc., of New York City. The capital is $7,500,000. This is the new company, which under the plan of reorganization, will take over and continue the business of the bankrupt J. B. Greenhut Company.

HOW IS YOUR STOCK?



AT YOUR JOBBER'S

A TRADE BUILDER

CANADIAN CEREAL AND FLOUR MILLS CO., LIMITED, TORONTO

Business Articles for Fall Number

Editors Already on the Warpath and Several Splendid Practical Features Are Ready—A Few of the Many Good Things—October 22 is the Date.

THE editorial department of CANADIAN GROCER secured a particularly early start this year on getting after business articles for the Annual Fall Number, which will be published October 22nd. These articles are of a high-grade character and all have been secured from the retail dealers in the business to-day. In fact the chief value of these articles as well as those for all our issues lies in the fact that they are secured from practical men and are of a practical character.

METHODS OF A BIG MERCHANT

The selling articles based on the actual experiences of retailers in all parts of Canada will be one of the big features. Actual methods will be shown how certain big merchants are to-day selling goods over and above the actual demands. One of our editors has already made a trip as far East as the Gaspe coast on the eastern extremity of Quebec Province to interview one of the biggest general merchants in Eastern Canada. The methods of this merchant for getting after trade will be presented in a way that will mean dollars and cents to general merchants in other parts of the country. This article as well as practically all the others will be well illustrated.

WINDOW DISPLAY

There will, too, be the usual big feature of Christmas Window Displays. Some of the finest Christmas windows that have ever been shown anywhere, not only in Canada, but in the world, will be presented in this big Fall Number. For many years CANADIAN GROCER has held a Christmas Window Contest for our readers. Last year a large number were submitted and the six winners will be reproduced in the Fall Number. Every dealer and clerk interested in window display will find these of a particularly valuable character, from the standpoint of selling power, attractiveness and originality.

BUSINESS MANAGEMENT

There will be some splendid articles on business management. How various retailers keep track of the course of their business will be shown. One article that has already been prepared deals with the methods of a Western Ontario general dealer who knows each day the amount of cash and credit business he does, the amount of money he receives on account, the total outstanding accounts, etc. This article will be illustrated by a form showing exactly by figures all the information he has at his finger end from day to day, week to week, month to month, and year to year. This is typical of a number of business management articles which will be very valuable to any retailer anxious to keep close tab on what he is doing.

These few features are mentioned here just to demonstrate the nature of the reading matter in the Fall Campaign Number. In future issues synopsis of other articles will be given and the trade can rest assured that in our Fall Number of 1915 they will secure one of the brightest, best and most practical issues that has ever come into their store.

THE EDITOR,
Canadian Grocer.

Sept. 17, 1915.

Finest New Season Japan Teas

Now in Store

Large and well-selected stock of Ceylon Pekoe and Orange Pekoe.

Give us an opportunity of submitting samples and quotations before closing your purchases.

KEARNEY BROS., LIMITED

Wholesale Tea and Coffee Merchants

33 St. Peter Street - - - MONTREAL

ESTABLISHED 1874

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size.	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—When packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb.....$0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.

100 books and over, each 0 03½
500 books to 1,000 books 0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN

	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars

	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.

Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade

Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk

	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).

Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond 6's and 7's, 6 and 12-lb boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections.	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27

COIN PURSES

(Our new penny piece)

NIGHT STICKS
WHISTLES
FLEXIBLE STICKS
CIGARETTES

and a full line of attractive and quick-selling Licorice Specialties.

Order from your Wholesaler

Everything in Licorice for Grocer, Druggist and Confectioner

MADE IN CANADA

National Licorice Company

MONTREAL



Your sales of a product are no greater than the measure of confidence customers have in it. And that just explains the unusual success grocers achieve with WONDERFUL SOAP. Wonderful Soap holds the public's willing confidence and eager trade.

Stock up NOW.

Guelph Soap Co.

Guelph, Ont.

Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

...e 10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors ... .20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz...	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 20

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, ½s, B. or G...	0 25
40c 1s, ½s, B. or G...	0 32
45c 1s, ½s, B. or G....	0 34
50c 1s, ½s, B. or G....	0 37
Tumbler coffee	0 25

Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.

MINTO COFFEE (Bulk.)

M. Bean or Gr.	0 38
I Bean or Gr.	0 35
N Bean or Gr.	0 32
T Bean or Gr.	0 30
O Bean or Gr.	0 28
Spec. Grd. Compound	0 25

Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS

1 oz. bottles, per doz., weight, 3 lbs. ... .$	1 25
2 oz. bottles, per doz., weight 4 lbs.	2 00
2½ oz. bottles, per doz., weight 6 lbs.	2 30
4 oz. bottles, per doz., weight 7 lbs.	3 50
8 oz. bottles, per doz., weight 14 lbs.	6 50
16 oz. bottles, per doz., weight 23 lbs.	12 00
32 oz. bottles, per doz., weight 40 lbs.	22 00
Bulk, per gallon, weight 16 lbs.	10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

	Per doz
½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....$	1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50..	45 00
Half gallons, each, retail each $10	7 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz.	1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz.	1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz.	1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $15; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s $1.65; 1s, $2.65.

OVAL Apple Picking Baskets

Half bush. and ¾ bush.

Prompt Shipment.

Order Now.

Walter Woods & Co.

Hamilton Winnipeg

Jersey Sweet Potatoes

"Whitco" Brand

Packed in Hampers have arrived. This brand of Sweets is the best coming to Toronto.

Opening of Oyster Season

First Express arrivals.

Oysters Haddies Kippers

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

White & Co., Limited

Wholesale Fruits TORONTO

BRANCH AT HAMILTON

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-153 University Avenue, Toronto

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.

OWEN SOUND, ONT.

Full Swell Pack Perfectly Graded Fruit under:—

"Aurora"
"Mars"
"Al"
"Sapho"
"Jupiter"

It will pay you to handle these brands of Oranges

J. J. McCabe

Agent

TORONTO

WHITE SWAN
SURITY PURITY

Safety First!

The following is an extract from Section 32 of the Adulteration Act, Chapter 133, of the revised statutes.

"Every person who by himself or by his Agent sells, offers or exposes for sale, any article of food or any drug which is adulterated within the meaning of this Act, shall incurr a fine or imprisonment or both, and for subsequent offenses a fine of not less than $50.00 or imprisonment or both."

You will see by the above that the *CARELESS BUYER* as well as the deliberate offender suffers when the Government Inspector finds that he is selling adulterated goods. The dealer's protection is outlined in section 33, which says in part, as follows:

"If the person accused proves to the Court that he purchased the article in question for and as an article of the same nature, substance and quality as that demanded of him by the purchaser or inspector WITH A WARRANTY to that effect according to the form in the third schedule of this Act, and also proves that he sold it in the same state as when he purchased it, and that he could not with reasonable diligence have obtained knowledge of its adulteration, **HE SHALL BE DISCHARGED FROM SUCH PROSECUTION.**"

THIS IS THE WARRANTY THAT IS PROVIDED FOR IN SCHEDULE 3

WARRANTY

We hereby warrant the contents of this package, as manufactured by us, to be pure and unadulterated in accordance with the warranty provided for in the third Schedule to the Adulteration Act, chap. 133 of the Revised Statutes.

WARNING

Any person or persons found guilty of substituting the contents of this package with inferior or impure goods will be prosecuted according to law.

This is the Warranty that Seals Every Package of White Swan Pure Food Products

White Swan Spices and Cereals

LIMITED

TORONTO **ONTARIO**

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85.
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb.	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lb.	0 85
	Per jar
Durham, 4 lb. jar	0 98
Durham, 1-lb. jar	0 31

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter cartou, per doz.	$ 0 90

List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister Round	4oz. Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07½
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

We receive fresh arrivals every morning of all varieties of

Domestic Fruits and Vegetables

The Crawford Peaches are now coming along in fine shape. If you leave us your orders, our quality and prices will please you.

Tomatoes, Plums, Pears, Apples, Pickling Onions, Pickling Cubes, Cauliflower, Corn, Cabbage, Egg Plant, Muskmelons, Red and Green Peppers.

Foreign Fruits and Vegetables

Oranges, Lemons, Bananas, Sweet Potatoes, Tokay Grapes, Pears, Spanish Onions.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861

GUELPH and NORTH BAY

Purity TABLE SALT



—the Salt that wins out as a pure, economical Salt, put up in any way desired.

You should introduce our handy, free-running, Sanitary, **Moisture-Proof Package.**

—Just what you are after. Makes shaker filling easy and prevents moist or caked Salt

Purity Salt is the product of the most modern vacuum salt manufacturing plant.



The
WESTERN SALT CO.
LIMITED
COURTRIGHT,
ONT.



Right—Always right

It has never been anything else since we first turned out the goods in 1846. Its absolute purity, full strength and reliability make it always in demand by careful cooks.

COW BRAND BAKING SODA

is the best for satisfaction and profit—as such you should never fail to recommend it.

Get it from your jobber.

CHURCH & DWIGHT
Manufacturers LIMITED

MONTREAL



Make Sea Foods a Bigger Business Producer

The amount of business you do depends entirely on the quality of the goods you are handling. Inferior lines will never give you a big turnover or produce satisfied customers.

Stock only quality goods, which will boost your canned sea food business and attract the best class of trade to your store.

You run no risks whatever when you stock Brunswick Brand Sea Foods, whose delectable, wholesome qualities appeal to the most fastidious tastes.

"Brunswick Brand" is a big factor in creating year-round sales.

Connors Bros., Limited

Black's Harbor, N.B.



CANNED GOODS

STANDARD PEAS, 2s (c/s 24 Tins)
Good merchantable quality
70c. per Dozen.

PORK AND BEANS, Plain 2s (c/s 24)
85c. Dozen.

PEERLESS MACARONI, 1s, Long Packages (c/s 25)
7½c. Package.

Write, Wire or 'Phone at Our Expense
Adel. 1057, 941, 867.

Warren Bros. & Co.

LIMITED

Queen and Portland Streets

TORONTO, ONT.

Condy's Fluid Prevents Disease—

but unlike most disinfectants it is perfectly harmless and non-poisonous (contains no Permanganate of Potash).

Condy's Fluid may be kept handy and used more often than if it were kept under lock and key away from children.

Every home should have Condy's Fluid. Send for trial shipment to-day.

Condy & Mitchell, Limited, London, Eng.

Sole Agents for Canada:
Harold F. Ritchie Co., Limited, 10-12-14 McCaul St., Toronto

Tin Cans

Plain or Decorated

Fibre Cans

All Fibre or with Metal Ends

Two Completely Equipped
Factories Well Located to
Serve the Canadian Trade

AMERICAN CAN COMPANY

MONTREAL ∴ HAMILTON

No. 15



Sam Hughes Says

(*Canada's 105-year-old Pioneer*)

"*Just got back from my summer trip* to Western Ontario cities and towns and I must say the country looks fine and prosperous. You'd hardly know there was a war on. People seem to be living better than ever."

"I see *King George Navy Chewing Tobacco* bill boards in different places. Seems that those Rock City Tobacco people are pretty live advertisers. Guess they know what they've got and are not afraid to tell about it. That, it seems to me, is behind most all advertising—confidence in goods. I can vouch for the quality of *King George Navy* and the grocer who sells it must surely get the men's trade."



Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Buyers' Guide

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
If you are interested in Irish trade.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

The Reputation and Standing of
Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered Trade-Mark

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

All of our goods sold in Canada are made in Canada.

Walter Baker & Co. Limited
Established 1780
Montreal, P.Q. Dorchester, Mass.

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

FOR SALE

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

NATIONAL CASH REGISTER, 4-DRAWER, fully modern; cost $565.00; in good condition. Will deliver any place in Canada for $300.00 cash. Box 113, Ft. Frances, Ont.

FOR SALE—GENERAL STORE BUSINESS—one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover $35,000 to $40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

WANTED

WANTED — INFORMATION REGARDING good grocery for sale. R. G. List, Minneapolis, Minn.

EXPERIENCED TRAVELLER DESIRES line of high-class food products for Western Canada. Box 107, Canadian Grocer, Toronto.

WANTED—AGENCY FOR ONTARIO BEAN growers and shippers for Montreal and district. Write Box 175, Canadian Grocer. (3, 10, 17)

GOOD GROCERY CLERK WANTED—MUST be honest, experienced and a good salesman, with window trimming tendencies. A steady position for the right man. Apply to Box 708, Canadian Grocer.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and west of Toronto, north of Stratford to Owen Sound, on commission basis. Write Box 174, Canadian Grocer, Toronto.

WANTED—A POSITION AS CLERK, GROcery preferred, but could handle general stock if necessary. Good references. Write H. A. Coolidge, Box 663, Smith's Falls, Ont.

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and between Orillia and the Soo, on commission basis. Write Box 174, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

SITUATION WANTED

GROCERY AND PROVISIONS. MAN EXperienced in family and cash trades seeks position early in October. Highest references. Box 112, Canadian Grocer office, Toronto.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Every Housewife

likes a change. Suggest

MAPLEINE

for delicious flavor, where flavor is needed. Makes fine syrup.



Order from

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.

Mason & Hickey
287 Stanley St., Winnipeg, Man.

CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE WELLINGTON POLISH



JOHN OAKEY & SONS, LIMITED,
LONDON, ENGLAND.

AGENTS.

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

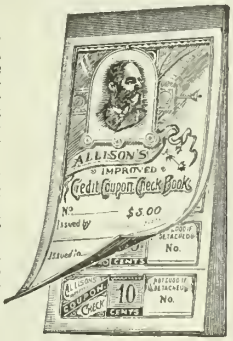
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

The Most Information The Most Entertainment —and all Made-in-Canada

Here are a few of the features which make the October issue of MacLean's the best number yet put out by this aggressive magazine.

"The Woman Question," by *Stephen Leacock*, an article that presents a new viewpoint on a vexed question. It is presented in the virile, readable style of Canada's great humorist.

"Canada's Opportunity," by *Agnes C. Laut*, a powerful article on financial and trade conditions arising out of the war.

"Tryst," by *Alan Sullivan*, a short story that for sheer perfection of style equals anything that Mr. Sullivan has ever done.

"The Wicked Partner," by H. F. Gadsby, a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse*, a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert*, an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by W. A. *Craick*, an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and *our review of reviews department, which contains condensed versions of the best articles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of such value that you need MacLean's for this department alone. There are twenty articles in the October issue carefully selected as the most informative and interesting, published the world over.*

Special Offer—To new subscribers only. In order to introduce MacLean's Magazine into homes where it is not now read, we are giving the magazine for eighteen months for price of twelve—see coupon below.

MACLEAN'S MAGAZINE

THE MACLEAN PUBLISHING CO., Limited
143-153 University Ave., Toronto, Ont.

A Special Offer to You.

MacLean Publishing Co., Ltd.

Dear Sirs:
Enter me as a subscriber to MacLean's Magazine for eighteen months, starting with your October number, and on receipt of invoice I will remit $2.00.

Name .....

Address .....



E D S

Tomato Catsup

made from the pulp of the finest sun-ripened, full-flavored tomatoes

added to which is pure, high quality spices, vinegar, etc., processed without the addition of color or preservative.

The purity and deliciousness of E. D. S. Catsup are the result of the strictest care in handling the tomatoes from the moment of picking until the catsup is finally bottled ready for the table.

This table delicacy has a Canada-wide reputation and sale. Are you selling your share? Are you taking advantage of the extensive E. D. S. publicity campaign?

Order your supply now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.: A. P. ARMSTRONG, Sydney, N.S.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 73
American Can Co. 71
Anchor Cap & Closure Corp. 14
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 72
Atlantic Sugar Refineries ... 1

B

Baker, Walter, & Co., Ltd. .. 72
Balfour-Smye & Co. 12
Barbour & Co. 25
Benedict, F. L. 72
Betts & Co. 11
Bickle & Greening 68
Borden Milk Co. 3

C

California Associated Raisin Growers 17
Canadian Cereal & Flour Mills Co. 61
Canadian Salt Co. 14
Chase & Sanborn 76
Church & Dwight 69
Clark, Ltd., W. 7
Codville Company 10
Coles Mfg. Co. 9
Comte & Cie. 72
Counors Bros. 70
Continental Bag & Paper Co., Ltd. 3
Condy & Mitchell, Ltd. 70
Connecticut Oyster Co. ..... Outside front cover
Crescent Mfg. Co. 73

D

Department of Agriculture.. 18
Dominion Canners 5
Dominion Sugar Co. ..... Outside back cover
Duncan, John 76

E

Eckardt, H. P., & Co. 67
Escott & Co., W. H. 6
Eureka Refrigerator Co. 8

F

Fairbank, N. K., Co. ..... Inside back cover
Fearman, F. W., Co. 68
Forbes & Nadeau 12
Freeman Co., W. A. 8
Furnivall-New 13

G

Guelph Soap Co. 64

H

Hamilton Cotton Co. 62
Hargreaves (Canada), Ltd... 9
Hillock, John, & Co., Ltd.... 11
Horton-Cato Mfg. Co. 4

I

Irish Grocer 72

K

Kearney Bros. 63
Knox, Chas. B. ..... Inside front cover

L

Lambe & Co., W. G. A. 6
Laporte, Martin, Limited .. 75
Layman, Wright & Co. 13
Leeuw, Henri de 6
Lemon Bros. 65
Libby, McNeill & Libby..... 62
Lindners, Limited 62
Lytle, T. A., Co. ..... Inside back cover

M

MacLean's Magazine 73
MacNab, T. A., & Co. 6
Magor, Son & Co. 18
Malcolm's Condensing Co. ... 10
McAuley, W. J. 6
McCabe, J. J. 65
McVitie & Price, Ltd. 13
Measam, George E. 6
Millman, W. H., Sons 6
Minto Bros. 15
Montreal Biscuit Co. 50

N

National Licorice Co. 61
Niagara Fruit Growers 72
Nickle Plate Stove Polish Co. 62

O

Oakey & Sons, John 73

P

Patrick & Co., W. G..... 6
Pennock, H. P., Co., Ltd. .. 6

R

Robinson & Co., O. E. 72
Rock City Tobacco Co. 71

S

Sanitary Can Co. 12
Shaw & Ellis 9
Smith & Shipper 6
Smith & Son, E. D. 74
Stevens, Hepner Co., Ltd.... 14
Stirling & Young 6
St. Lawrence Sugar Refining 11
Star Egg Carrier & Tray Mfg. Co. 8
Symington, Thos., & Co. ... 12

T

Tippet & Co., A. P. 2
Toronto Salt Works 72
Trent Mfg. Co. 72
Tucketts, Limited ..... Inside back cover

U

Upton Co., T. 69

W

Waddell Preserving Co. ..... Inside back cover
Walker, Hugh, & Son 69
Warren Bros. & Co. 70
Watson & Truesdale 6
Western Canada Flour Mills 4
Western Salt Co., Ltd..... 69
White & Co. 65
White Swan Co. 66
Wiley, Frank H. 6
Woods & Co., Walter 65

Special Announcement

Our New Label



We wish to explain to you why we are now using a new style of wrapper for our Victoria Salmon.

During the forty-five odd years in which we have been selling this Salmon, our first care has been above all things, and at any cost, to maintain the quality. We have been on constant watch for possible improvement.

We could not improve the Salmon itself; no better could be found than this product of the choicest waters. But improved methods of sale, of handling and distribution have been found, and "VICTORIA" users have always had the benefit.

They say that clothes do not make the man; we agree, but if the man is already made, the clothes *will help* to single him out. Under our Victoria Brand the quality of the Salmon could not be better, so we have improved the label.

By doing so we are sure we will help you in your sales, and displays: and help your customers to choose the best Red Sockeye Salmon on your shelves.

We know you like Victoria Salmon: we hope you will like the new wrapper. With these explanations you will see why we have made this improvement—to be of service to you.

And if, as time goes on, other improvements are possible, be sure the *"VICTORIA"* dealers shall have the full benefit.

LAPORTE, MARTIN, LIMITÉE

Wholesale Grocers

584 St. Paul St. West, - Montreal

TEA

At the moment we have for sale many lines of exceptionally good Indian and Ceylon Teas which we are offering at particularly attractive figures. If you are a buyer, write us, samples will be cheerfully sent with quotations that will defy competition.

Prices range from 18 *to* 30 *cents.*

John Duncan & Co.

Established 1866 MONTREAL

It is good to have a customer's trade.

It is vastly better to have his confidence.

There is no easier way to secure both, than by inducing a trial of

Chase & Sanborn's Coffee

Chase & Sanborn, - Montreal

HIGH-GRADE COFFEES.

Your Customers Will Want These Three New Lytle Leaders—

PIMENTO RELISH
CANADIAN RELISH
CHILI SAUCE

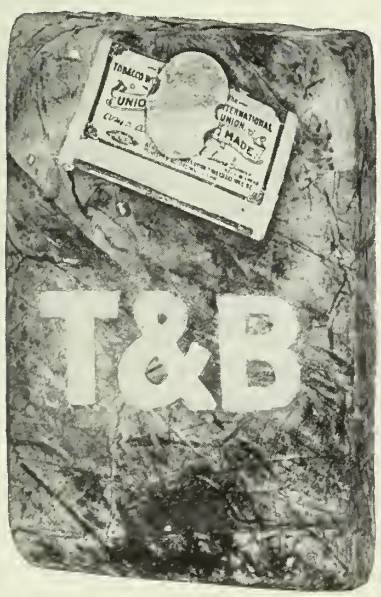
Although just placed on the market, orders are already coming in with such abundance as to signify an immediate popularity for these new Lytle lines.

Made from the choicest of this season's vegetables and seasoned with that exactness of good taste for which all Lytle goods are famous. Put up in new style bottles with Anchor Caps and offered at the easy-selling price of 15c.

Whatever your plans are for Fall business, if you are going after bigger and increasing sales, you should certainly place these three new items in the forefront of your displays, and—just watch how quickly they'll "go." Will a couple of dozen each "do" for first order? Speak to your jobber to-day.

T. A. Lytle & Co., Limited, Sterling Rd., Toronto

Compare the T & B ten cent plug with any other—and you'll decide it's the best buy



The tobacco in "T & B" plug smoking is the finest Virginia leaf carefully selected and expertly cured. "T & B" plug will win permanent customers for you. It will give you more profit and enables you to give better value for your customer's money. Stock "T & B." Order a caddy to-day.

YOUR WHOLESALER HAS IT.

TUCKETT LIMITED

HAMILTON, ONT.

To the Retail Grocery Trade

We wish to inform our many patrons that it will be the policy of this Company in the future, as in the past, to manufacture only one grade of sugar, viz.—"The Best."

DOMINION CRYSTAL SUGARS

We assure you we have exerted every effort, and with a success quite up to our expectations, to manufacture a high-grade, No. 1 sugar that would meet all requirements, especially adapted for preserving. We guarantee it to be equal to any refined sugar that is on the market, and judging from the patronage we have received from your good self and our other retail friends, we are sure you fully appreciate this fact.

Our sales organization is equipped to handle, promptly and efficiently, all the business you can see your way clear to extend to us, and we are sure we can satisfy you as to prices, consistent with the quality of our sugar.

We wish to take this opportunity of thanking you for past favors, and trust that our services have been such that will warrant a continuance of the same.

Dominion Sugar Co., Limited

WALLACEBURG and BERLIN
CANADA

Montreal, Toronto, Hamilton, London, Port Arthur, Fort William, Winnipeg, Brandon and Vancouver

FEATURING—THANKSGIVING WINDOW DISPLAY

CANADIAN GROCER

Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXX PUBLICATION OFFICE: TORONTO, SEPTEMBER 24, 1915 No. 39

For the First Time in the History of Sugar Refining, Women are Beginning to Compare Sugars

YES, Mr. Grocer, the Housewife of to-day is doing what she never did before in her life—she is comparing sugars.

Whenever she opens her home paper, she sees the LANTIC SUGAR advertisements. When she goes shopping or calling, she has LANTIC SUGAR before her on the billboards.

Naturally, of an inquiring turn of mind, she asks herself, "What is this new sugar—is it better than what I am using?" Mentally, she is already comparing sugars.

Lantic Sugar

Her next move is to come to you, Mr. Grocer—and this is what sometimes happens:

"Have you LANTIC SUGAR?"

"No, Madam, but we have something just as good."

Madam is perhaps in a hurry and may take the substitute. But she is a little disappointed. She wanted to see if there is any real difference in sugars. Lantic advertising has done its work.

The next time she runs out of sugar, she tries another retailer.

"I want a bag of Lantic Sugar."

"Yes, Madam, we have it. What else?"

Frankly, Mr. Grocer, isn't this a typical case, not only as applied to sugar, but also to other high-grade, well-advertised products?

Now, that Mrs. Housewife has the genuine LANTIC SUGAR, she puts it to the hardest tests. She is using it for preserving and finds that this pure, white, sparkling sugar, with its fine, even granulation, dissolves almost instantly—makes her Jellies "jell"—and her Fruits preserve—in a most gratifying manner.

Where do you stand on the Sugar question? Are you open to conviction? Then, let us send you a trial order of LANTIC SUGAR in cartons and bags.

Atlantic Sugar Refineries, Limited

MONTREAL

"Banner Brand" Jams and Jellies



"BANNER" BRAND JAMS are a food, Pure, Wholesome, Delicious and Nourishing, and can be served at a moment's notice.

"BANNER" BRAND is the Best line in Jams and Jellies for the Grocer to recommend and handle — satisfaction for the Customer—Profit for the Dealer.

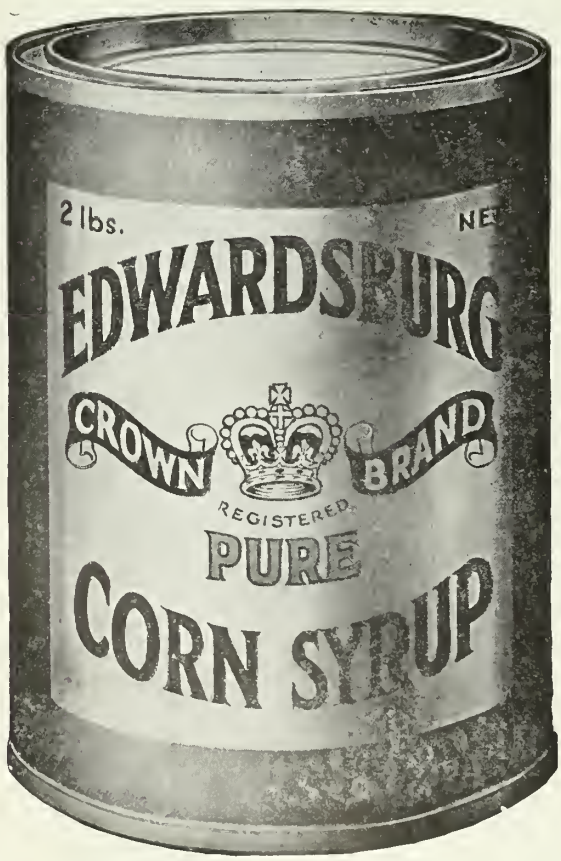
You're safe in pushing

"BANNER" BRAND JAMS

LINDNERS LIMITED

306 Ross Ave., WINNIPEG — 340 Dufferin St., TORONTO

REPRESENTATIVES:
H. Whissell, 2928 Drolet St., Montreal; H. D. Marshall, Ottawa; W. L. McKenzie & Co., Edmonton and Regina; Jacksons, Limited, Calgary; H. E. Gross, Vancouver; R. S. McIndoe, Toronto.



And Now For Fall and Winter

Your customers are coming back from their summer holidays. Homes are being opened. Children are getting ready for school. All of which means a big demand for

"CROWN BRAND" CORN SYRUP

Are you ready for it? Have you plenty of the 2, 5, 10 and 20-pound tins?

And "LILY WHITE," too—our pure white Corn Syrup, that many prefer because of its delicate flavor.

The Canada Starch Co., Limited

Manufacturers of the famous Edwardsburg Brands

Montreal Cardinal Brantford Fort William

CLARK'S TOMATO KETCHUP

8 oz., 12 oz., 16 oz. Bottles, 1 Gal. Jugs, 5 Gal. Bottles



NEW SEASON'S PACK NOW READY

Made from the finest red, ripe, Canadian Grown Tomatoes.

Perfect in color.

Unbeatable in quality.

Exquisite in flavor.

And above all, bears the Clark guarantee of purity. Contains no artificial coloring matter or preservatives. Ingredients are specified on label.

Get prices from your jobber or write us.

Selling prices are right. Your margin is good.



W. CLARK, Limited, Montreal

Clark's

You've Got to Get MORE Sales

MEAGRE margins and slow moving lines soon end—well, you know where. You've Got to Get MORE SALES.

Window displays, thoughtfully arranged, may help some. Counter displays, special price cards and reminders may assist. Little attentions and better service will go a long way. But you have probably used all these advantages to their fullest extent.

QUALITY is what you need. That quality which gives your customers a new idea of deliciousness and satisfaction; that makes them want more of that kind of goods—and more often.

Two safe and solid groundworks of quality on which to build for bigger sales are—

THISTLE BRAND FISH

Haddies, Flaked Fish and Kippered Herring. They are known the country over for their wholesomeness, perfect freshness and fine flavor. The exactness and care in packing brings them to your customer's table with all the deliciousness they originally possessed.

CODOU'S MACARONI

is Macaroni in its finest and most delightful state. Made by those masters of culinary art—French experts. Only the choicest of Russian Taganrok wheat is used, which is conceded as the most desirable in the world for the purpose.

Little wonder that after once using Codou's, the housewife refuses all others.

You've got to get more sales—and here's the way to do it.

Order your supplies to-day.

Arthur P. Tippet & Company

AGENTS

MONTREAL, QUE.

It's SAFER to Stock Lines that hold the public confidence

Goods that people KNOW to be good, dependable, convenient, makes it easier for you to sell them—and sell more of them, too.

BORDEN Milk Products

have held the confidence of three generations of mothers and physicians in a way that now means bigger sales and better good-will for you.

Borden Purity and Borden Advertising have sown the seed of heavy sales in the minds of most people in your locality. Why not cash in on these advantages by getting up an attractive window display of Borden Milk Products to-day?

Borden Milk Co., Limited

"Leaders of Quality"
MONTREAL

Branch Office: No. 2 Arcade Building
Vancouver, B.C.





It is really surprising how business on SUN-KIST Seedless Raisins will grow when you give them a chance. They are the most delicious of all raisins—a special, sweet, thin skinned, delicately flavored variety, grown without seeds. No wonder they sell so fast and folks come back for more—they require no seeding—no washing—they are ready for immediate use.

Packed—and backed—by 50 years' experience.

Wholesale distributers in every territory. Ask Them

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for *quality,* and carry the best trade with them.

Packed for export in air-tight tins. Send an order to the nearest agent.



AGENTS:

Wm. H. Dunn Limited
Montreal

Dunn-Hortop Limited
Toronto

Hamblin & Brereton, Ltd
510 Ninth Ave. W.
Calgary, Alta.

Hamblin & Brereton, Ltd.
Edmonton, Alta.

T. A. MacNab & Co.
St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND

Make good profits by selling

MENNEN'S TALCUMS

THE advertising now running for Mennen's Talcum Powder is creating a bigger demand than ever for these popular lines.

Why not take advantage of this advertising by showing Mennen's on *your* counter? The sight of the Mennen products in your store will recall the advertising in the mind of your customers and nine times out of ten effect a sale.

You can make Mennen's a very profitable line without any trouble on your part.

Endorsed by doctors and nurses all over the world.

It's easy to sell Mennen's Talcum Powder.

Made in Canada by Gerhard Mennen Chemical Co., Montreal

Selling Agents

Harold F. Ritchie & Co., Limited

TORONTO

Not Sold By Weight

When we sell the customer a package of

Shredded Wheat

we are charging him not only for the wheat that goes into it, but for the patented process by which it is made digestible in the human stomach. We want our distributors to remember that you can grind up any old thing and call it a breakfast cereal, but Shredded Wheat is not made that way. The whole wheat is steam-cooked and baked in the finest, cleanest food factory in the world.



MADE IN CANADA

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Canadian Shredded Wheat Co., Limited

Niagara Falls, Ontario

78-L

"The Proof of the Pudding——"

the pie, the cake, is in the eating. It is then that the flavorings that you sell are put under the "acid" test. And a mighty severe test it is, too.

If you are handling our extracts we feel confident that you are pleasing your customers. But if you are not, we believe you could do so with benefit to yourself.



Shirriff's True Vanilla

is made from the finest Mexican Vanilla beans and our extracting process is continued for a whole year in order to get the full strength and flavor from the beans. Just think! Shirriff's True Vanilla is made 50% stronger than the Government standard requires, according to the Pure Food Act. Every bottle is guaranteed.

Imperial Extract Co.

Steiner and Matilda Streets, Toronto



Enjoyed at the Front and at Home

"AYLMER" BRAND JAMS

In whatever clime or at whatever occupation there is a smack of delicious goodness to "AYLMER" Brand Jam that wins to it steady friends.

Ensure bigger and continued jam sales by getting "AYLMER" Brand into your displays prominently. Now is the time. Ask your jobber.

Dominion Canners, Limited

HAMILTON, ONTARIO

In Glass Jars and 5-lb. Pails

Desired by the Soldiers



Desired by Your Trade

McLEOD'S SPECIAL FLOUR

McLEOD'S FLOUR IS ALWAYS RIGHT

¶ McLeod's "SPECIAL" is standard for purity, quality and uniformity---McLeod's "SPECIAL" is the best flour for pastry---and best for bread baking---as milling science has developed to-day it is the most perfect product---milled from the finest and most scientifically blended Ontario Winter Wheat and Manitoba Spring Wheat it requires less shortening for pastry and less water for bread baking---there is economy in using McLeod's "SPECIAL" it goes farther. McLeod's "SPECIAL" on the barrel is your warrant for satisfaction---because McLEOD'S FLOUR IS ALWAYS RIGHT.

The McLeod Milling Company, Limited
Stratford, Ontario.



Here's Where You Come In—

The public have now long passed the point of mere interest in McLeod Special Flour.
The uppermost question now is, "Where can we get it?"
And that's where you come in.
Cash in on the interest created in your community yourself by getting up an attractive window display to-day.
Write your nearest wholesaler or direct.

The McLeod Milling Company, Limited
Stratford, Ontario

Safeguard Your Investments!

READ

THE FINANCIAL POST
OF CANADA



Gives its readers information essential in determining the quality of investments. Provides an up-to-date history of financial and commercial undertakings as a guide to present and prospective investments.

The Investor's Information Bureau is conducted, free of charge, for the benefit of subscribers.

Write for a free sample copy.

The Financial Post of Canada

"The Canadian Newspaper for Investors."

143-153 University Avenue
TORONTO

FIRST NEW PRUNES

We have just received the first car of Santa Clara 1915 grown Prunes, and as it will be some time before another arrives you had better write or 'phone your order at once.

Faced 25-lb. Boxes, 30-40s	11½c	Unfaced 25-lb. Boxes, 90-100s	7 c
Faced 25-lb. Boxes, 40-50s	10½c	Unfaced 50-lb. Boxes, 50-60s	9 c
Faced 25-lb. Boxes, 50-60s	9¼c	Unfaced 50-lb. Boxes, 60-70s	8½c
Faced 25-lb. Boxes, 60-70s	8¾c	Unfaced 50-lb. Boxes, 70-80s	7¾c
Faced 25-lb. Boxes, 70-80s	8¼c	Unfaced 50-lb. Boxes, 80-90s	7¼c
Unfaced 25-lb. Boxes, 70-80s	8 c	Unfaced 50-lb. Boxes, 90-100s	6¾c
Unfaced 25-lb. Boxes, 80-90s	7½c		

Perkins, Ince & Co., Wholesale Grocers, 41-43 Front St. E., **Toronto**

Maple Syrup

We are ready for operations in our new four-storey modern building, which is the most efficient of its kind on the continent. We are prepared to look after your needs with the utmost satisfaction. Watch for our complete price list in the following issue.

Canada Maple Exchange

22 Vallee St. MONTREAL

The "Canadian" Cheese Cutter

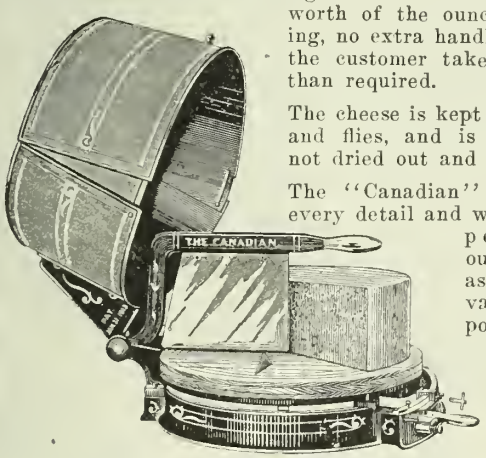
Creates a better feeling with your customers

Aside from the saving effected by the cutting out of waste, the eliminating of shrinkage, of overweight, etc., there is a decided tendency, etc., toward creating a better feeling between you and your customers.

There is no delay, the customer's requirements are cut right to the fraction of a cent's worth of the ounce. No weighing, no extra handling or making the customer take more or less than required.

The cheese is kept free from dust and flies, and is always ready, not dried out and oily looking.

The "Canadian" is perfect in every detail and will compute by pounds and ounces as well as by money value from ¼-pound and 5c up.



The CANADIAN Open

Write to-day, asking about the "Canadian." No obligation to buy.

The Computing Cheese Cutter Co.

WINDSOR, ONT.

Furnivall's FINE FRUIT PURE JAM

Rich in that full, fresh, fruity goodness that only the choicest of fine fruits can give. Furnivall's has made jam a looked-for part of the daily diet.

The choicest of Furnivall's makes Jam more generally used. For bigger trade stock Furnivall's Pure Jams to-day.



Furnivall-New
LIMITED

Hamilton, Ontario

Agents: Ontario — MacLaren Imperial Cheese Co., Ltd., Toronto. **Montreal**—W. S. Silcock. **St. John, N.B.**—MacLaren Imperial Cheese Co. **Halifax, N.S.**—MacLaren Imperial Cheese Co. **Sydney, N.S.**—A. E. Sheppard. **Hamilton** — Grocers' Specialty Co. **Winnipeg, Man.** — H. P. Pennock & Co. **Calgary, Alta.**, MacLaren Imperial Cheese Co., Ltd.; **Edmonton, Alta.** — Central Brokerage Co.

Think of Good Profits Thrown Away



Take yourself for instance. You wouldn't think of throwing out a portion of your hard-earned profits at the end of each year—but do you realize that without the economy and selling service of a good refrigerator you are literally throwing away profits?

Eureka Refrigerators are built on the most improved, scientific principles of cold, dry air refrigeration, based on over 28 years' experience.

With a minimum ice consumption, the Eureka keeps perishable foods fresh and tempting. A real sales producer.

Made in all sizes for Butchers' and Grocers' use. Why not investigate?

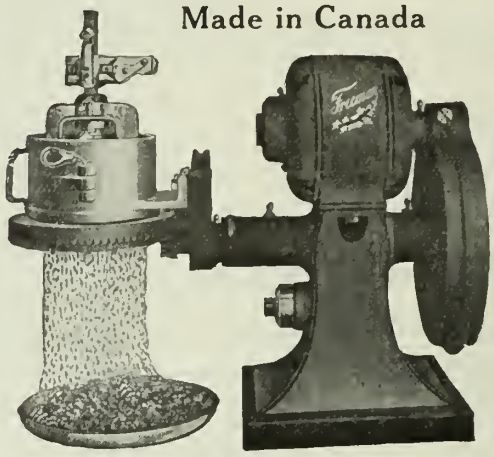
Eureka Refrigerator Company

31 Brock Ave. Limited **TORONTO**

REPRESENTATIVES:—James Rutledge, 2608 Waverley St., Montreal, P.Q.; James Lonergan, Charlottetown, P.E.I.; W. McGillish, 98 Bank St., Ottawa, Ont.; W. Woods & Co., Winnipeg, Man., and Hamilton, Ont.

Freeman's Electrical

Made in Canada



Driven Meat Chopper Bone Grinder and Coffee Mill

The above is our Bone Grinding attachment, attached to one of our No. 40. We have meat cutting attachments and coffee grinding attachments for the above. They are fully guaranteed in every way. Send for catalogue which gives full particulars, prices and terms.

The W. A. Freeman Co., Limited

Hamilton, Canada

HEINZ 57 VARIETIES

The Entire List of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

have been awarded the

GRAND PRIZE

(The highest honor possible)

by the Jury of Awards

at the

Panama-Pacific International Exposition

for their uniform excellence and superior quality.

Anything that's Heinz is Safe to Sell

All Heinz goods sold in Canada are made in Canada.



Libby's Food Products

are known in all parts of the world as delicacies of high quality, and unusual flavor.

Libby's foods are "put up" where the best foods attain perfection. That is why people insist on Libby's.

Libby, McNeill & Libby, Limited

GUELPH, ONT.



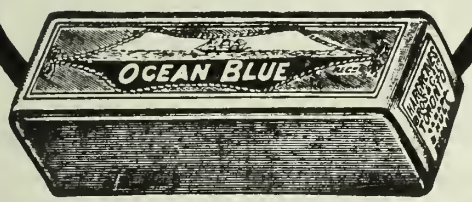
OCEAN
BLUE secures the
trade of the people who
purchase with the utmost
discrimination and intelligence.

After one trial they will always ask for

OCEAN BLUE

That is because nothing has been left undone to place OCEAN BLUE first in the front rank of quality.

HARGREAVES (CANADA,) LIMITED,
33. FRONT STREET, E. TORONTO.
Western Agents: For Manitoba, Saskatchewan & Alberta: Nicholson & Bain, Winnipeg, Regina, Saskatoon, Calgary and Edmonton. For British Columbia and Yukon: Donkin, Creeden & Avery, 117. Arcade Buildings, Vancouver, B.C





Indian Chief Brand CLAMS



They are the very best clams offered for sale in Canada to-day.

Put into the cans, sealed up and processed within a few hours after being taken from the clam beds, they have no chance to lose their flavor.

Order a case from your jobber to-day. You will find the price right, and also you will notice that your customers will ask for this brand again.

Shaw & Ellis, Pocologan, N.B.

AGENTS:

Montreal, R. B. Hall & Son. Ottawa, William Forbes. Quebec, A. Francois Turcotte. Winnipeg, George Adam & Co. Toronto and Hamilton, Walter S. Bayley. Edmonton, D. J. McLeod & Co. Vancouver, H. C. Janion. Maritime Provinces, Angevine & McLauchlin, of St. John, N.B., and Truro, N.S.

More Than Ever in a Class by Itself

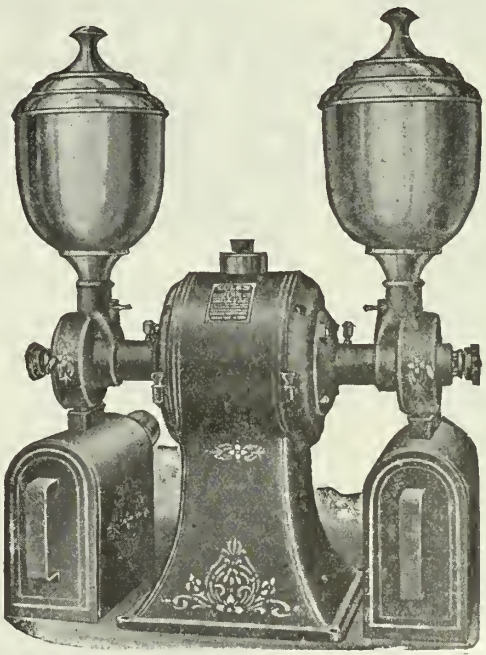
One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles?

It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. **PHILA., PA.**

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburn & Co., Calgary, Alta.



All Canada is Aglow with the Made-in-Canada Fever

How is it Affecting You?

This idea is gathering momentum daily and the grocer who makes the best of it is the one who will win out with a full cash drawer and a growing business.

The five Made-in-Canada lines here shown represent the leaders in their respective fields — Condensed Milk and Coffee. Their value as sales-producers and repeat business-getters is thoroughly established in the trade. Don't be content to stock them, but get them in the limelight by displaying and pushing them as Canada's original products.

We deliver 5-case lots to any point in Ontario, Quebec and Maritime Provinces, prepaying freight up to 50c per 100 lbs.

Note these prices:

St. George Brand Coffee, 2 doz. in case	$4.80
St. George Evaporated Milk, 4 doz. in case	3.60
Banner Condensed Milk, 4 doz. in case	5.25
Princess Condensed Milk, 4 doz. in case	4.50
Premier Skimmed, 4 doz. in case	3.80

ORDER NOW.

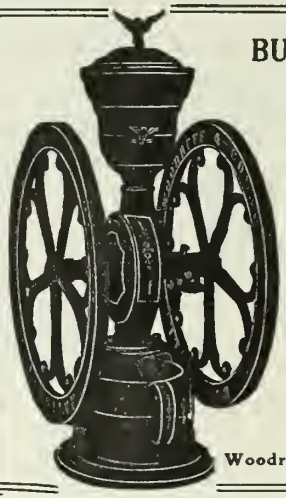
The Malcolm Condensing Co., Limited, St. George, Ont.

Century SALT

is pure, clean salt.

To build a business honestly you must sell purity in food products. Century Salt, from one year end to the other, is exactly the same, always pure white crystals, refined with the greatest care. Excellent for table, cooking or dairy—you can satisfy every customer with Century Salt.

The DOMINION SALT CO., Limited
SARNIA, ONT.



BUY AN ELGIN NATIONAL
because

It will STEEL-CUT Coffee faster than any other mill of corresponding size.

It can be adjusted while running to grind coffee to suit each individual's taste.

It is the strongest, the most simple, and the best looking mill made.

It costs less than any other mill to buy and nothing to operate —there is no overhead.

Ask your jobber for complete catalogue—there is an ELGIN made to meet your requirements.

Woodruff & Edwards Co., Elgin, Ill., U.S.A.

BEE BRAND PRODUCTS



find a hearty welcome wherever displayed

Not only for their better quality, their satisfying deliciousness, but also because of their moderate price, which fits the purse of anyone. Get your wholesaler to stock you Bee Brand Products NOW.

FORBES & NADEAU, Montreal, Que.

The Finest Table Syrup on the Market—

The New

Crystal Diamond Cane Syrup

Put Up in Attractively Wrapped 2-lb. Tins



Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS.

SMITH & PROCTOR - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

LARGEST MAKERS IN THE WORLD

Tin Foil—all descriptions

Tea Lead—all gauges and sizes

Metal Bottle Capsules—any size, color or stamping

Collapsible Tubes—plain or colored

ALL BRITISH MADE

Send specification of your needs or samples of what you now use—stating QUANTITIES —We will give you BEST QUALITY—BEST DELIVERY—BEST PRICES

BETTS & COMPANY, LIMITED

Chief Office:—1 Wharf Road LONDON N., ENGLAND

Filled With Practical Articles

Fall Campaign Number to be One That Will Contain Many Splendid Selling Articles From Readers in All Parts of Canada—An Issue to Keep to File.

CANADIAN Grocer's Fall Campaign Number will contain bright, live, ginger articles aplenty. In last week's issue a few of these were referred to briefly. The list will be a lengthy one and will contain business articles from merchants in all parts of the country that will mean dollars and cents to every reader. The issue will be splendidly illustrated with fine half-tone engravings of handsome store interiors, windows, etc., and will be one that every dealer will want to keep on file. Here is a brief synopsis of a few more articles already prepared:

Getting the High-Class Trade.—In every city and large town there is one or more large grocers who go after the high-class trade. A representative of Canadian Grocer recently visited one of these stores in a certain Canadian city and secured the methods of the retailer for attracting trade in the luxury class goods. This retailer has been in business for almost 35 years and has built up a big trade in one of the most expensive sites. The interior displays are particularly fine, and illustrate in a large measure the success of this dealer in so far as the high-class trade is concerned.

Investing the Surplus Cash.—The question as to whether a retailer should turn all his money back into his business or whether he should place it in some outside investment is dealt with in a very important article to appear in the Fall Number. The views of a general merchant in a thriving Western Ontario town are given. This merchant started in business there some 30 years ago and has not only built up a fine trade, but is considered very well off. He discusses the question as to whether all the money should be kept in the business or whether part of it should be invested in some manner outside the business. This is a problem in which every dealer is interested.

Watching the Course of Business.—Business management is one of the most important features in the running of a retail business. The most successful dealers are those who know just what they are doing from day to day, week to week and year to year. An article in the Fall Number will show how a certain retailer keeps track of the amount of business, cash and credit, he does every day in the year, the amount of money he receives on account each day, the total amount of his credit trade each day and the total amount of his outstanding accounts at the end of each day. He also knows the total cash and credit trade done each year and the amount of outstanding accounts at the end of the year. His system is a simple one, which will not only be described in this big number, but an illustration will be run showing exactly in figures how he accomplishes this in a very short time, and the amount of information he receives from it.

Next week still further practical articles for the Fall Number of Oct. 29, will be outlined on this page.

Toronto, Sept. 26th, 1915. THE EDITOR.

Tartan BRAND

THE SIGN OF PURITY

Phone Orders at our Expense

Phone Nos.
3595, 3596, 3597, 3598, 4656

We Sell only Goods of Guaranteed Quality

—Satisfied Customers are our Best Testimonial

TARTAN BRAND are the most attractively packed goods on the Canadian Market.

We are always ready to meet your requirements in Canned Vegetables, Fruits, Salmon, Tea, Coffee, Spices, Extracts, Jelly Powder and Grocers' Sundries of our own manufacture, the quality of which is backed by our guarantee.

We have a full line of Fancy Groceries, Foreign and Domestic. Mail orders our specialty. Write us to-day.

BALFOUR, SMYE & COMPANY

HAMILTON, ONTARIO

NOTE THIS

Mr. Grocer:—The Niagara Fruit Growers are running this bulletin (changed weekly)

FRUIT BULLETIN

Elbertas and Crawford Peaches are perfect now—a good crop and extra fine fruit for home canning. The Government is begging people to do more home fruit canning—this is a good suggestion, and every housewife should demand Niagara Grown Peaches.

in 250 newspapers to help you sell fruit. See your customers and rush your orders for Niagara Peninsula grown fruits.

Advertising is an insurance policy against forgetfulness Stopping an advertisement to save money is like stopping a clock to save time. —it compels people to think of you—Galveston News.

The man who does not advertise simply because his grandfather did not should wear knee breeches and a wig.

The man who does not advertise because it costs money should quit paying salary for the same reason.

The man who does not advertise because he doesn't know how to write an advertisement should quit eating because he can't cook.

The man who does not advertise because somebody said it did not pay, should not believe the world is round because the ancients said it was flat.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or agents wanting agencies.

NOTICE TO MANUFACTURERS

of Canadian, American or British Products.

We make it our business to (sell and push) and (push and sell) goods from Coast to Coast. If you desire a larger distribution on the Canadian market, correspond with us at once.

THE HARRY HORNE CO.

Manufacturers' Agents and Importers

Office and Warehouse: 309-311 King St. West, Toronto

ONTARIO.

HENRI DE LEEUW
28 Front St. E., Toronto.
IMPORTER-EXPORTER
FOODSTUFFS
Connections all over the world.

MacKENZIE & MORRIS, Limited
BROKERS
Groceries, Provisions and Produce
C.P.R. Building, TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

W. G. PATRICK & CO.
Limited
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto

MINTO BROS., LIMITED
45 Front St. East, TORONTO, ONT.
ARE BUYERS OF BEANS AND DRIED APPLES
Please submit samples, quotations and particulars

W. H. Millman & Sons
Wholesale Grocery Brokers
Toronto, Ontario
Prompt Service.

STIRLING & YOUNG
General Brokers Phone Main 4331
506 C.P.R. BUILDING, TORONTO
A Good Agency will receive personal attention
Reference : : : Bank of Montreal

WESTERN PROVINCES.

GEORGE E. MEASAM
COMMISSION MERCHANT
Agencies for confectionery lines solicited. My representatives canvass the retail trade every six weeks in the Country and every two weeks in the City. P. O. Box 1721.
Edmonton - - - - - - - Alberta

H. P. PENNOCK & CO.,
Limited
Wholesale Grocery Brokers
and Manufacturers' Agents.
WINNIPEG REGINA
We solicit accounts of large and progressive manufacturers wanting live representatives.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
120 Lombard Street
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

FRANK H. WILEY
Manufacturers' Agent
Grocery and Heavy Chemicals
Enquiries solicited for shipment from Spot stock Winnipeg or for Import.
757-759 Henry Avenue, Winnipeg

W. H. Escott Co.,
LIMITED
Wholesale
Grocery Brokers and
Manufacturers' Agents
Commission Merchants
WINNIPEG REGINA
CALGARY EDMONTON

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S - NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition and private.

QUEBEC.

W. J. McAULEY
Commission Broker
Flour, Feed, Grains, Potatoes.
We are open for a good agency in foodstuff line, calling on the retail trade.
522 Board of Trade Bldg., Montreal

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

GUARANTEED
BROOMS
MADE IN CANADA

Victoria Brand Brooms

Made from the finest American corn, with the highest skilled labor. One of these brooms will outlast two of any other make. Made to retail at 25c to 60c.

WRITE FOR PRICES—YOU CAN MAKE MONEY BY INVESTIGATING

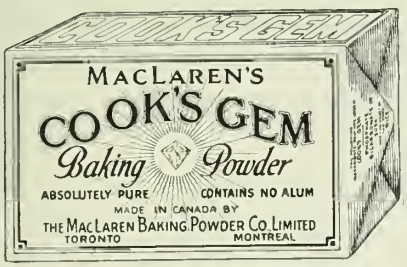
American Broom Works **St. Bazile, Que.**

Remember Assam

Remember, that it is the teas from Assam, India, that are mainly responsible for the distinctive flavor, richness, strength and economy of RED ROSE TEA. Your customers will appreciate these qualities.



PURITY FIRST



The purity, uniformity and stability of

Cook's Gem **BAKING POWDER**

have made it the most popular powder on the market.

The Safest to buy.
The Best to use.
The most Satisfying Results.

RESULTS COUNT

THE MacLAREN BAKING POWDER COMPANY, LIMITED

41-45 Lombard Street - - Toronto, Can.

Golden Wax Beans

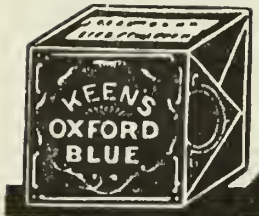
Do you know that the "Thames Canning Factory," **"independent,"** make a specialty of canning and obtain a superior quality of Golden Wax Beans?

They are also packers of the now famous "Thames Brand Sugar Corn," 3-lb. Tomatoes, 3-lb. Pumpkin, gallon and 3-lb. Apples.

Write for particulars.

Thames Canning Company

Thamesville, Ont., Canada



Keen's Oxford BLUE

Recommend Keen's Oxford Blue To Make Linen Snowy White

Mr. Dealer! a good reputation is built up by supplying customers with satisfactory goods.

You can fully recommend *Keen's Oxford Blue.* It gives absolute satisfaction.

Display *Keen's Oxford Blue* where your customers will see it and be reminded of their wash-day needs. There is an especially good demand at this season.

AGENTS FOR THE DOMINION OF CANADA

Magor, Son *and* Company, Limited

191 St. Paul St. West, MONTREAL — 30 Church Street, TORONTO



"WESTERN-MADE-FOR-WESTERN-TRADE"



THE WONDERFUL INCREASE IN SALES OF

Gold Standard BAKING POWDER

IS AMPLE PROOF OF ITS UNVARYING HIGH QUALITY, AND ADAPTABILITY TO CANADIAN HARD WHEAT FLOUR. OUR PROFIT-SHARING PLAN SHOWS HOW TO MAKE MORE MONEY FROM YOUR BAKING POWDER SALES. LET US SEND IT TO YOU TO-DAY.





The Codville Company, Limited

Wholesale Grocers and Manufacturers

WINNIPEG — BRANDON — MOOSE JAW — SASKATOON

CANADIAN GROCER

VOL. XXIX TORONTO, SEPTEMBER 24, 1915 No. 39

Urges Reduction of Retail Stores

Newfoundland Merchant Would Turn the Seven Stories in His Town Into One—He Claims This Would Tend to Cut Out Mail Order Buying and Eliminate Farmers Purchasing Direct—Reply to Recent Article in Canadian Grocer

Written by a Newfoundland Merchant.

I HAVE read with considerable interest, your article in the issue of August 13 "Can You Answer This?" in reference to farmers buying goods direct, and this man's difficulties are similar to hundreds of others one reads about in all trade papers. From my way of looking at difficulties like this, I consider David Lloyd George's remark regarding the liquor question in England in the early part of the war that "drink is a greater enemy to this country than Germany," applies equally to us as retailers; only it's not drink—it's ourselves. We are our own greatest enemies and we use up far more grey matter trying to beat our next door competitor than we do in fighting the mail order houses or trying to apply remedies to stop the club orders going to the city stores.

Take our own town here as an example. We have seven stores, and three of us have a delivery team each. Now my contention is this: Close up all those stores but one—if the town is small like ours and say two if larger—each party taking stock equal to his present holdings. We would then be able to carry everything from a tooth pick to a flying machine, which we cannot do at present.

Expenditure of Heavy Capital

To further illustrate my meaning: If one wants to purchase flour at any kind of price he has to buy it in carload lots of 200 barrels. For myself I have according to the season of the year anywhere from $1,200 to $2,500 tied up in flour and supposing my competitors have the same what a lot of unnecessary capital is being tied up in this one article.

Boots and shoes like flour is another heavy article. One must have the variety and keep sizes up or he will lose sales. Supposing I have say $2,000 worth of boots and shoes in stock. A woman comes in for a pair of shoes and she wants, says a 4½ in a certain kind on display. Well you haven't a 4½ in that particular kind, but you have in other kinds. But she wants this particular shoe and will take no other. You consequently lose a sale.

Now what I contend is that if we close all the stores but one, we could carry much less stocks of certain kinds and yet carry a much larger variety and still have less capital tied up.

It would also cut out competition, reduce our selling expenses and at least cut out one horse and driver—a considerable saving alone. It would be, too, in my way of thinking the ideal way to solve the high selling costs. Leaving out of consideration all the worry attached to watching drafts and overdue bills, you would have all the people coming to the one store, all getting treated alike and if, like ourselves and some of our competitors giving fortnightly credits, there would be an absolute stop to running accounts at every store and paying me a few dollars, some one else a few more every fortnight, etc. Every once in a while, too, some one of us is getting stuck. Again we would also save hundreds of dollars on freight charges. Now each and all of us have a few packages of many different articles coming along every week or oftener. By my way of figuring with the one store principle we could have all our freight in car load lots saving more than half the freight charges. And what would be easier than doing the same as the mail order houses do—pay your cash and get the goods.

A Believer in Variety

Our friend writing in Canadian Grocer of August the 13th probably finds he hasn't half or let us say one-quarter the articles he is asked for, and if he has, then not in large enough variety to please his customers. Yet if his stock and that of his competitor were all placed in one building they would have a good showing and more than likely secure every sale after all. It's the variety that does the trick. Show a woman a large variety of any article she wishes to see and you make half the sale right there. Use your selling arguments and then complete the sale.

I read an article a year or so ago of a man going into his friend's store after 10 p.m., and finding him sitting around the stove, asked what in the world he was doing keeping his store open so late and nothing doing, our retailer replied: "You see, Jones across the street is still open and until he closes I must keep open." His friend pointed out that he had just come from Jones and he said the same about him. This is a most positive instance of us being our own worst enemies. Jealous of each other! Yes, we'd almost cut each others throats.

(Continued on page 25.)

This article, as intimated above, was written by a Newfoundland dealer. It has somewhat of a radical touch to it inasmuch as the writer proposes that in a town where there are six or seven stores, they put their capital together and operate but one. He presents his reasons. He refers to the petty jealousies that often exist among retailers and points to the harm these create. We would be glad to know what other retailers think of the proposal—The Editor.

Hints on Selling Oysters

How They Should Be Handled to Work Up a Good Demand—An Article of High Food Value—Season for Pushing Sale is Here—Cooler Weather Will Help a Great Deal

Second of Series on The Oyster.

A PROMINENT Montreal dealer was asked last week what were the main points to be carefully watched in the selling of oysters. He replied in the following words: "The man who is trying to work up a good demand for oysters should do his utmost to get in his stock as frequently as possible. He should handle them in clean sanitary utensils, and be careful always to have oysters in stock in a cooler, or surrounded by crushed clean ice. The oyster has a delicate flavor, and the least carelessness will affect its delicacy and its freshness."

On the possibilities in this business for the grocer, the same dealer had the following remarks to make: "It is time for the grocer, or the provision dealer to realize that there should be a big future in the handling of bulk oysters, and it would pay them to invest a little money in the necessary plant and utensils for properly handling them. By carefully advertising the line, one is bound to experience a good demand, as the taste has become well-known. The live dealer will be able to make good profits from oysters.

Every year, the oyster season is in blast at this time, but this year has been somewhat of an exception, on account of the exceptional weather we have been enjoying during the middle of September. At first, the demand opened up very well, but fell off with the arrival of further exceedingly warm weather. In a few days, when the summer months have surely gone, and the coolness of the air suggests the return of autumn, the dealer realizes that the time for attending to his oyster business is at hand, and the trade is kept busy supplying the demand from every nook and corner in the land.

A Nutritious Food

Oysters are certainly one of the most relished and most popular foods in the fish line. It has been compared by some dietitians to milk, and its value as an invalid and infant food cannot be contested. We refer to bulk oysters, or those open in shell, and shipped in liquid form. As for the shell oysters, their popularity is coming more and more to the fore in the United States, and in this country the turnover has increased materially of late.

In this country, particularly with the improvement which our provincial authorities have brought into effect, there is no doubt that immense quantities will be used, not only in our domestic markets, but large consignments are expected to find their way to foreign markets. Our own Malpecque oysters, as far as taste and flavor are concerned are splendid. The new systems of cultivation in vogue will not only improve the quality, but will also increase the production manifold, and thus will increase the wealth of the country materially.

It is the firm belief of oyster producers that, with a little advertising, trade should develop materially, and with a little more pushing the oyster will in time be one of the main articles of diet in this country on account of its nutritious qualities, and its relatively low price.

Canadian Oyster Cultivation

Considerable development has taken place within the last year, in the production of oysters in this country. Up to a few years ago, due to the poor system in vogue, depletion of our beds had

(Continued on page 26.)

THAT $4 SUGAR

Editor Canadian Grocer,

Dear Sir:—After reading your article on the selling of sugar at $4 per cwt., I cannot refrain from putting before you a little conversation with a casual customer—I call him a casual customer as his total purchases only amounted to about $5 per annum—in my store last mid-winter.

The said gentleman asked me my price for sugar per cwt. I quoted a price of $7.20—and I stick to my prices. "Oh," he said, "You are too dear." "How is that," I replied. "It costs me $6.92 and surely I deserve a little profit. "Well," said he, "How is it that you pay so much for your sugar? I can buy———sugar at $4," to which statement I offered to bet him $50 to his $5 that he could not do so. In the end he explained to me about a firm at———, and said he had sent his $2 down and ordered two hundredweight of sugar. I told him if he could get the sugar to order for me at once 1 ton and I would pay him $5 for each cwt., so he would be making a good thing. He appeared very excited and said he would. I did not see anything of him for some considerable time, but I sent a message home to him by his son saying that I could do with the sugar now as my stock was getting low.

About three weeks after I saw him and asked how the sugar was, so then he told me. This firm wrote and acknowledge the receipt of the $2 and sent him a membership certificate, but at the same time said that sugar had taken a rise to $6.90, and they were sorry they could not send the two bags he ordered. Should they send one and return the balance? He wrote and told them to return the $8, and now he is going about bewailing the loss of his $2 bill. And if you only knew how sorely a loss touches this individual you would, like I do, have a silent chuckle to yourself every time you pass him.

Let a few more do the same as I did and they will soon have as good a laugh as I do and I consider this is an instance possibly wherein lies the secret. The point I should like cleared up is whether they could not be compelled to deliver the sugar after advertising it at $4. He wrote and explained this to them and they wrote back stating it was an old advertisement that had been running and had not been revised to the prices they were then charging. If you were to tell your customers what you think of such a thing they only think you are trying to get one over them. I contend it is better for one or two to get bitten, in any neighborhood, than for this retailer to try and combat it. It soon kills itself.

Yours truly,

ONTARIO RETAILER.

The Thanksgiving Display



A Thanksgiving display shown last year by Geo. A. Curtis, Simcoe, Ont., which secured a lot of attention.

THE Dominion Government have announced that Thanksgiving will be held this year on Monday, Oct. 11th. It is high time, therefore, that the grocer should begin to think about his Thanksgiving display this year. Thanksgiving is one of the seasons of the year when a good display can be readily arranged because the facilities are so easily secured.

Note the accompanying illustration. This was the Thanksgiving display shown in the store of Geo. A. Curtis, Simcoe, Ont., last year, and it was one that got a great deal of business. A curtain pole stretches across the top of the window, which is a corner one. This is neatly draped and on the draping are a few sprigs of foliage. Cornstalks are used to good effect, and products of the garden are also neatly arranged. The window was built up in the form of a stairway, the steps getting narrower as they approach the top. On the top step may be seen a large squash. Cauliflowers, pumpkins, citrons and celery are arranged on the other steps. The display right in the front corner is worthy of particular notice. A row of white-topped cauliflowers runs around the corner, inside of which are individual rows of apples, potatoes, tomatoes and pears. In the very corner is a pile of chestnuts, for which the country surrounding Simcoe is famous. To the sides of the window may be seen cans of fruits, corn and bottles of meat sauce. The left-hand side of the window, as well as the extreme right, contains a display of cranberries, mixed in with apples. The whole effect was a very pleasing one, and the window sold considerable goods.

The Need of Business Men

Executive Ability, Experience and Energy Should Characterize Our Cabinet Ministers in These Trying Times—Suggestions for the Trade, Labor, Agriculture and Immigration Portfolios

THE following is taken from The Halifax Chronicle based on an editorial that appeared in Canadian Grocer, September 3rd:—

ACTION NEEDED

It is not only in connection with Canada's conduct of the war that there is great need of leadership strong, efficient, resourceful and patriotic leadership, which brushes partisan considerations aside, and exerts every effort to make Canada's contribution to the cause of Empire and our Allies, worthy of it and its people. There is, unfortunately, also a lack of leadership in the management of the business affairs of the country. This is not a partisan criticism. It is a criticism voiced by independent trade journals of the failure of those who are charged with the administration of the country, and to whom not merely business men but the people generally ought to look for leadership, to measure up to the needs and opportunities of the hour.

The Canadian Grocer draws a moral from the recent action of Sir Thomas Shaughnessy, President of the Canadian Pacific Railway, in appointing a special representative in London to represent the C.P.R. Purchasing Department, with the idea that a man right on the spot could secure all possible business for Canadian manufacturers. The Canadian Grocer emphasizes the point that what the Dominion Government had failed to do, a business man like the President of the Canadian Pacific, has done.

This independent trade journal goes on to say that "what we need most of all—and particularly in these times—in the government of our country are big business men who grasp the problems with which they are confronted in a business way. When the war broke out last fall was the time the Canadian Government should have been represented in London to get everything that was going. Sir Thomas Shaughnessy was connected with the purchasing of war supplies only a few weeks before action was taken. Time and time again the MacLean publications have urged the Department of Trade and Commerce to send a representative to London to camp on the door-step of the War Office to get all possible orders for Canada—a man with the authority and prestige of the Dominion Government to carry him past the inevitable subordinate at the door and secure all possible business going for our manufacturers. The Department was asked to do merely what any live business man in the Minister's chair would do without urging. Sir Thomas Shaughnessy, as head of the C. P. R. Purchasing Department again points the way to Sir George Foster. Is it too much to expect the Department of Trade and Commerce to cease fooling with statistics and take some active steps to keep Canadian factories running during the coming winter?"

This is a timely protest. What has the Government been doing since Parliament prorogued to develop Canadian trade and to find markets for Canadian products? Everybody knows that up to the placing of orders for munitions of war there was a great deal of unemployment in Canada, and that were it not for these orders many factories would still be idle, and many bread-winners would be without work. The country calls for men equal to their responsibilities, quick to see the need of progressive efforts in developing Canadian industry and trade, and prompt to take advantage of every opportunity? It is high time for "speeding up" the rusty machinery at Ottawa. Let the Government, as the Canadian Grocer says, stop fooling with statistics and do something effectual to get business and keep the wheels of industry turning.

Editorial Note.—The interpretation The Chronicle puts upon our article is not strictly correct. The Prime Minister and some of his Cabinet have risen to the emergency, and even if we do not agree with them in some things they deserve all praise. But we do think that the Ministers of Trade, Labor, Agriculture and Immigration—men for whom personally we have the highest respect—have shown themselves lacking in the executive ability, experience and energy necessary to enable them to take care of their departments in this great hour of trial.

Therefore, in justice to their chief and the country they should ask to be relieved of their portfolios, and the Premier should then put in their places the ablest executives in the country—regardless of their politics. For example, for Minister of Agriculture, why not a man like Senator Melvin-Jones, head of the Massey-Harris Co., one of the greatest executives in Canada; whose business covers the world; whose personal interests depend upon the success of farming more than those of any other man in Canada. We need more well-to-do emigrants to settle our vacant lands; to build houses; buy our surplus of food and clothing and luxuries; they mean more traffic for railways; therefore, a man like Sir Thomas Shaughnessy or Sir William Mackenzie should be induced to take our Department of Immigration. Or better still Sir Clifford Sifton, who made such a brilliant success of the department when he was at its head. To keep our factories going we must sell more goods. Our Minister of Trade should, therefore, be a good salesman as well as a good organizer. Mr. Butler, of the Canada Car Co., has put through in the face of strong competition some of the biggest transactions on record. A good Minister of Labor could so organize the country that every man and woman would be employed. We know a brilliant young Canadian who got his early training in a country store—the best of business schools—who has risen steadily to be the head of the largest institution of the kind, with branches and factories throughout the world, whose best work has been the organization and training of labor. As he resides in the States we hesitate to mention his name, but we believe he has enough loyalty to the old flag to resign a $50,000 a year salary for a $7,000 cabinet position.

It would be absurd to suggest men like these for Cabinet positions in ordinary times. They could not afford to consider them, but these are years when our great industrial chiefs must make sacrifices just as our soldiers at the front are doing. Conscription should not be limited to finding men for the firing line. If appealed to by Sir Robert Borden, such men could not refuse to "do their part" for "Canada and the Empire," while his loyal colleagues would recognize the emergency and gracefully step aside and make way for them.

HAMILTON GROCERS MEET

At the last regular monthly meeting of the Hamilton Retail Grocers' Association, the secretary read a communication from the Canadian hospital at Shorncliffe, England, acknowledging the receipt of the maple sugar which the association sent some time ago. Nothing received there has been more appreciated the letter stated. The effort to procure $1,000 for machine guns has been accomplished. A pleasant event took place when J. Young presented M. Cummings, chairman of the picnic committee, with a handsome Morris chair. Joseph Kirkpatrick, chairman of the transportation committee, was presented with a handsome gold-mounted fountain pen, and the secretary was also remembered with a check. John Knox, the vice-president, occupied the chair.

INTERESTING THE YOUNG FOLKS

Prior to the opening of school, G. Norman Willits, a general merchant in Brantford, Ont., sent out a circular to the surrounding homes with the catchy heading and introduction:

HURRAH FOR SCHOOL, GIRLS AND BOYS!

"We hope you have all had very pleasant holidays. Are you ready for school? It will be ready for you Wednesday, September 1.

"A teacher once asked a pupil, 'What is the highest form of animal life?' to which a bright scholar replied, 'The giraffe.' If the teacher had wanted to know where the highest form of eatables came from, the answer would have been, WILLIT'S GROCERY DEPT.

"PLEASE NOTE, we carry many more lines than good things to eat. The most important one we call your attention to is"

You may leave it to the employees to see that the little leaks are found, but you will have to see that they find them.

Why Molasses Has Almost Doubled

The High Sugar Market Tempted Planters Not to Make Molasses — Result is, Supply is Not Equal to Demand—Scarcity of Tonnage and High Rates Was Another Factor— May Even See 60c Fancy This Year—Highest Prices Since 1900.

MONTREAL, Sept. 23.—(Special). —Outside of certain dried fruits, the one grocery line which has consistently advanced in price for the past three or four months, and is still advancing, is molasses, and fancy molasses in particular. This is more important to the Province of Quebec, where the demand is chiefly for fancy molasses. This province and the Maritimes are the biggest buyers of fancy Barbadoes molasses. As there is not a single puncheon of fancy molasses left on the Island, and as the new crop will not be harvested until early next year, the situation is serious for Eastern Canada.

The Difference in Price.

The price being paid to-day is the highest for many years. After the advance of last week, the price became 57c per gallon for puncheons of fancy, and 48c for choice on the Island of Montreal. At the end of March this year, when the new crop was in, the price was 45c for fancy. Buyers were objecting to this price, claiming that it was exorbitant, and hinted that planters were simply holding them up. However, at this date, one far-seeing wholesaler stated that he expected to see 50c molasses; he had sold it before at that price, and expected to do so again. It is confidently expected to-day that molasses will reach the 60c mark. A year ago, fancy molasses was selling in Montreal at 38c. It opened in March at 35c. Thus, to-day grocers are paying nearly twice what they were paying a year ago.

It is not unnatural to expect that prices will go still higher. The market is depleted; stocks in the hands of traders are light, and are not expected to meet the demand until the new crop arrives next March. It has been suggested that, in view of these conditions, there will be considerable mixing of fancy and choice molasses. There are some houses who will not do business on this basis; but if they are faced with the possibility of having no fancy molasses by the end of the year, what then? Already there is being sold in Quebec what is called "fancy blend," which, although it may not be up to standard of straight fancy, its quality is fair. It is believed that if it should happen that fancy molasses were unprocurable, this fancy blend as a substitute would be well received.

Not the Same Choice.

Some of the "choice" molasses is not what it used to be, so many say. It is not the brand that French-Canadian people accustomed their palates to years ago. When only choice molasses was being made, it was of a high standard; but since the planters started making fancy, they have been using the best part of the cane to make it, leaving only the residue for making the choice. Therefore, the latter cannot be of the same quality as the choice molasses of years ago.

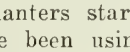
This year there has been a fairly good demand for choice molasses in view of the fact that it sells at between ten and twelve cents less than fancy. The cheapness induces some consumers to have it rather than the other. It is stated that the demand for choice in the Province of Quebec has doubled this year for the above reason; but so little was sold in previous years, doubling of the demand does not mean so very much. On the whole, although fancy molasses is high, the greater proportion of consumers will demand it.

Highest Since 1900.

Probably not since 1900 has the price of molasses risen to the figures now being quoted. In that year no fancy was being made, and as the crop was a short one, choice sold as high as 50c per gallon. Yet in that year the consumption of molasses was restricted on account of the price; this year, although fancy is now selling for 54-57c to the trade, it does not seem to affect the consumption at all.

One of the chief reasons for the present high prices is shortage of crop. The high level of the sugar market has also been an important factor. The price of molasses and that of sugar are usually proportionate. When sugar goes up, the other has a tendency upward, too. The high price of sugar tempted planters to make sugar instead of molasses, as they could get a better price for it. This caused the price to soar, and it was only when molasses had reached a price proportionately high to that of sugar, that the planters started to make molasses. That accounts in a great measure for the present shortage, as well as for the high price. Planters, it seems, always make the one that will pay them the best—either sugar or molasses. Further difficulty in securing tonnage, and the high rates charged for it, played a large part in the doubling of prices.

Conditions may be different next year, as the crop now in the ground will be a big one. Unfortunately this can have no effect on the present market, as it is impossible to get any new crop stuff here until February at the earliest.

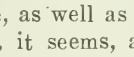


WINNERS IN WELCH CONTEST

St. Catharines, Ont., Sept. 23.—The Welch Co., manufacturers of grape juice here, have announced the winners in their recent Dominion-wide window-dressing contest. This contest extended over the summer months and created wide attention. The judges were W. J. Bryans, Commercial Press, and B. T. Huston, MacLean Publishing Co., the first three winners being respectively F. C. Weber, druggist, Peterborough, Ont.; Robt. Barron Co., grocers, Toronto, and Bryson-Graham, department store, Ottawa.

The others were as follows: $10 prizes —C. H. Willson, N. Saskatoon, Sask.; Frederick Bogardus, Guelph, Ont.; Peebles, Hobson & Co., Hamilton, Ont.; M. Sampson & Co., Montreal, Que.; Hepburn's, Edmonton, Alta.; J. Colleran, Marine Grocer, Port Arthur, Ont.; Cahill and Co., Halifax, N.S.; A. P. Johnson, Ottawa, Ont.; Alex. Fundas, Olympia Conf., Calgary, Alta.

$5 prizes: Olympia Candy Works, Oshawa, Ont.; R. H. Williams & Son, Glasgow House, Regina, Sask.; Gordon Mitchell Drug Co., Winnipeg, Man.; T. H. Moorehead, Brampton, Ont.; Abbs & McNamara, St. Catharines, Ont.; Royal Ice Cream Parlors, St. John, N.B.; W. H. Sharp, St. John, N.B.; Brathwaite's Drug Store, Winnipeg, Man.; H. D. Hipwell, care of Barber's Drug Store, Chilliwack, B.C.; J. E. Gibbons, Sylvia Court Grocery, Vancouver, B.C.; B. Pinch, Sault Ste. Marie, Ont.; Pryce Jones, Calgary, Alta.; D. Carter, London, Ont.; W. E. Crowe & Co., Halifax, N.S.; Dwyer's Drug Store, St. Catharines, Ont.; B. G. Crabtree, Ottawa, Ont.; The Warne Drug Co., Peterborough, Ont.; Wm. J. Campbell, druggist, Niagara on the Lake, Ont.; D. M. Brown, Herkimer-Caroline streets, Hamilton, Ont.; J. I. Davis, Sydney street, St. John, N.B.



W. R. Butcher, grocer, St. Mary's, Ont., while returning recently from Stratford in his car, was struck by another going in the opposite direction. His party was somewhat shaken up and his auto badly wrecked.

CANADIAN GROCER

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING COMPANY
LIMITED.

JOHN BAYNE MACLEAN, President
H. T. HUNTER, General Manager

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada—Trade Newspapers and Magazines which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building; Telephone Main 1255. **Toronto**—143-153 University Ave.; Telephone Main 7324. **Winnipeg**—34 Royal Bank Building; Phone Garry 2313.

UNITED STATES—
New York—R. H. Huestis, 115 Broadway, New York; Telephone 8971 Rector. **Chicago**—A. H. Byrne, Room 607, 140 So. Dearborn St., Phone Randolph 3234. **Boston**—C. L. Morton, Room 733, Old South Bldg.; Phone Main 1024.

GREAT BRITAIN—
London—The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C. E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

Subscription: Canada, $2.00; United States, $2.50.
Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

Vol. XXIX. **TORONTO, SEPTEMBER 24, 1915** **No. 39**

FRUIT AND VEGETABLE CROPS

APART from the apple crop this year, fruit crops in Canada have been pretty good. Shipments of peaches from the Niagara district have been quite heavy. The fruit is of excellent size and quality and has been selling at reasonable prices. The Department of Agriculture at Ottawa notes that in some cases the fruit has arrived on the market in poor condition, being spotted and the low returns which have received in some instances have been due more to this fact than to lack of demand. The spotting of the fruit has been brought about by the continual wet weather throughout the district during the picking season. However, there has been a large quantity of good fruit placed on the market and sales have been splendid.

It is estimated that the grape crop this year will be 80 per cent. of a normal crop, but this increase will likely be offset by some mildew caused by wet weather which is particularly prevalent on red variety. The Niagara are reported cleaner.

The wet weather has also had some effect on plums. In the Niagara district some varieties are good but the weather has caused some rot, especially in Lombards. Japanese varieties are also rotting badly in some districts. Low prices have been realized for early varieties and in fact plums have never been much more reasonable. Essex and Norfolk counties report a crop of good quality with only slight frost. In British Columbia the quality is good, but prices are low.

In regard to pears with the exception of the slight development of scab on one or two kinds, the quality on the whole is good. The demand has been splendid but the supply has only been limited. British Columbia reports a good crop of excellent quality.

As has already been reported in Canadian Grocer, the acreage in tomatoes this year was much less than usual. It was generally understood early in the season that the canners would not pack as many tomatoes this year at last. This was on account of the lessening of demand due to the cutting out of construction work and the fact that the hold-over was considerable. The small acreage combined with the continued wet weather, which has prevailed for the past four or five weeks, has caused the crop to rot in many districts, the estimate being that at least 60 per cent. have been spoiled. In some districts the crop has been completely destroyed and farmers have been plowing them into the ground. Early shipments from Ontario found a good market but owing to the continued importations from the United States prices ruled rather low. In British Columbia the greatest percentage of the crop there is of good quality.

FLOUR A YEAR AGO AND NOW

THE arrival of new wheat on the market and the cutting down of exports to Europe recently caused a considerable slump in the flour market in Canada. A few weeks ago Manitoba first patents were quoted in Montreal at $7.10 per barrel. The price of the same flour to-day is $5.85 per barrel. This means a drop of $1.25 per bbl. or 62½c per bag within the space of three or four weeks.

In considering the situation of flour it is interesting to look back a year or so ago and compare quotations with the present. On July 31st, 1914, just before war broke out, Manitoba first patents were

quoted in Montreal at $5.60 per bbl. One of the first effects of the European hostilities was to force up the price of both wheat and flour so that at one time—around April and May, this year—it had reached the top price of $8.20 per bbl. During recent years this was a record price for this article. Then the market began to drop gradually until it reached the $7.10 mark. This was followed a few weeks ago by two or three 50c drops bringing the present price down to $5.85.

Comparing this with the corresponding period of a year ago it will be seen that first patents at Montreal are to-day 95c per bbl. cheaper than on Sept. 25th of 1914.

Just before war broke out, as stated above, the price was $5.60. Compared with to-day this was only 25c less.

Just what the future of flour is to be is at the present time rather uncertain; but with heavy crops and export none too good and wheat prices fairly low, it does not look as if prices would be very strong for a time at least. This is a market which the trade should watch very carefully.

THE TRADE PAPER'S FIELD

GOING in advance of the commercial traveler the trade paper creates demand with the retailer. It is the medium between the manufacturer, wholesaler and retailer and consequently occupies a field distinctly its own, being kept out of the hands of customers and bringing the retail buyers and the firms who sell them into the closest possible touch. To the retailer the trade paper is the only means he has of getting an unbiased view of what is going on in his field.

The thousands of circulars and elegantly printed advertising matter often circulated by large houses among their retailers undoubtedly have a certain effect, but the mere fact that it emanates from the jobber or manufacturer has a tendency to belittle its influence and importance. The retailer looks to the trade paper to learn the facts and obtain reliable information with reference to lines of merchandise on their merits, as well as suggestions covering the various branches of the business, designed to show the way to better mercantiling.

VACANT LOT GARDENING

EARLY last spring a movement was inaugurated for encouraging greater production and more extensive use of vacant land in towns and cities for the raising of foodstuffs. In many places retail dealers took an active interest in the campaign and in addition to helping along a good movement, they incidentally increased their sales of gardening tools, seeds, etc. Reports recently gathered from various towns and cities by the commission of conservation indicate that the campaign has been a success. Several cities have handled the vacant lot problem in a systematic manner, and have secured results commensurate to the amount of energy expended. Some, by allowing interest to lag, have been only partially successful. In others, also, circumstances militated against success, in that unemployed men took up the cultivation of vacant lots, and, upon securing employment, neglected them. On the whole, however, the movement can be regarded as a distinct success. No estimate of the value of the product is available, but, judging from the enthusiasm of some of the vacant lot gardeners, the total value is large and there should be an even greater enthusiasm displayed next year.

THE PATRIOTIC FUND

WE have now entered upon the second year of the war, and the end seems as far off as ever. No one imagined, a year ago, that by September of 1915, Canada would have sent across the Atlantic nearly one hundred thousand men with as many more to follow if necessary. This magnificent enlistment, while primarily due to the loyalty of our people, has been, in a large measure, made possible by the Canadian Patriotic Fund.

This greatest of all the national benefactions is now assisting twenty thousand families of men who have enlisted for overseas service. These men have gone forward with the full assurance that the people of Canada will see to it that during their absence, their wives, widowed mothers and little children shall be maintained in comfort. We hear that the drain upon the Fund is assuming large proportions, that to meet the needs of July and August $700,000 was expended, that the reserves are being materially decreased and that the national Executive Committee now finds it necessary to make a further appeal to the Canadian public.

There are many funds, most of them worthy, but of them all, the Patriotic Fund is the one we cannot allow to fail. It is the duty of the Government to arm, equip and maintain the troops. Not a dollar do the Federal authorities give to the Patriotic Fund. This work depends solely on the patriotism and generosity of our own people. Thousands of brave men are fighting our battles, believing that we meant what we said when we told them as they went forward: "Go and we will care for the wife and kiddies." It would be to our everlasting disgrace if our pledge were broken.

The national organization, with headquarters at Ottawa and branches or affiliated associations in every part of the Dominion, is worthy of our most generous support in the tremendous and ever-growing task that it has undertaken.

EDITORIAL NOTE

THE BRITISH Budget was in many respects a startling piece of literature.

THRO' OTHER SPECTACLES

Taking Eggs in Trade

Paul Findlay, in New England Grocer and Tradesman

An item has been going the rounds of the trade press lately on "Taking Eggs in Trade." I have been amused to note the comment and the seriousness with which this matter has been discussed. The whole contention is wrong and the view taken is mistaken. This is not opinion on my part, but actual knowledge gained from an experience of over a generation in the business of "taking eggs in trade."

General conditions in the matter of trading with farmers are no different today from what they were thirty years ago. A farmer has always looked for the long end of the deal, and he thinks he is entitled to it. This problem can be handled in connection with farm trade as easily as it can be handled in connection with individual credit, provided the merchant will think out the whole thing logically, make a plan and then have character enough to live up to his plan.

Beginning in 1878 and ending in 1914 it was the practice in the store of Findlay & Company to buy farm produce at its market value and sell it at a profit. The market value was the wholesale value. If eggs were worth 22c a dozen wholesale, and 26c a dozen retail, we paid 22c for them and sold them for 26c. If, at the same time, eggs were worth 22c wholesale for us to buy and 23c for us to sell by the case, we paid 22c and we sold for 23c. All around us were merchants who were paying full retail prices "in trade." We made our price in cash.

Our argument to the farmer was that his produce was just as much entitled to a cash value as our tea and coffee was entitled to be bought for cash. We argued that there was no reason why he should be compelled to load himself up with more groceries than he might need. This strengthened us with the farmer and enabled us to deal in his produce on a profitable basis.

From 1893 to 1914, twenty-one years, I had the business alone. Very early in the game I formulated the system of not only figuring the farmer's produce in cash, but actually paying him the money, even if I took it all back again. As soon as I had counted his eggs or weighed his butter I made out a ticket, went to the cash register and paid him his coin. Many times he would say to me: "Why, Mr. Findlay, I am going to need a lot of groceries and you might as well keep this." I always told him in reply that certainly that was all right and I should be delighted to sell him anything he wanted, but this made things simpler and made him independent.

It always worked out beneficially and it always will work out to the advantage of the tradesman to handle his farmers in this way, and it is my contention that the grocer will make more money and at the same time strengthen his own good will with his trade if he will follow out this system.

* * *

What Tact Is

The Store Journal.

Tact is a rare and priceless gem.

The hardest of all salesmanship qualifications to define.

Perhaps it's best termed: How to "handle" a customer; what and how much to say and when to say it.

Indeed, it's really ability to read human nature, and then to properly apply the knowledge thus gained.

Did you ever try it?

Do so! You'll discover, if you have not already, that hardly any two customers can be successfully "handled" in just the same way.

And a little study and practice will enable you to distinguish between them—and show you how to handle each kind.

Use tact!

* * *

Doubtful Coffee Valorization

Tea and Coffee Trade Journal, New York

If Brazil's second valorization plan is worked out along the lines of present indications many people believe it extremely doubtful if the Brazilian planters will secure from it the relief promised. It has been suggested that the passage of the bill will be followed by a rush to export, which will result in depressing market prices.

Surely the Brazil Government has an elephant on its hands in the shape of a most unruly annual coffee crop. Actuated on the one hand by understandable motives of governmental paternalism not unlike those which move our own Government at times, on the other hand it is beset with financial sharks, advertising carpet-baggers and the most brazen coterie of ragtag grafters south of the Mexican borders.

It remains to be seen if this second attempt to save the Brazil planters from the ruin which their cupidity leads them to invite year after year, regardless of laws restricting the planting of new trees and the regulation of exports, will produce any more lasting benefits than the last plan.

It would seem that in the last analysis permanent relief is to be secured through an educational campaign in Brazil, designed to encourage other industries and a safe and sane advertising campaign in the United States to increase coffee consumption. Honestly administered, such a plan would eventually do away with the need of valorizations and their attendant evils.

* * *

Sugar in London, England

The Grocer.

The business passing is chiefly in British refined, as very little Government sugar is now available. White Java on the London market has been cleared for over a fortnight, and only a very small quantity remains unsold at the outports. The scarcity of English cubes is very marked, the demand far exceeding the supply. The trade also experience much difficulty in satisfying their wants from other sources, as so little at the moment is available, but it is hoped that this shortage will be gradually modified during the next few weeks. Certain quantities of American granulated have arrived both here and at other ports, but altogether inadequate to cope with the requirements of the present situation. Apart from the existing scarcity that prevails, it is calculated that enough sugar has been bought to satisfy our wants until the end of the year.

There have been further arrivals this week of West Indian sugar, and form some welcome addition of supply of this description. In Cuba grinding operations are still proceeding by the few centrals at work—in excess of last year. The weather is unsettled, and a hurricane caused small damage in the Eastern provinces. The high prices ruling have greatly stimulated efforts for production in Cuba, fresh factories being erected, while those already existing are enlarged, which augurs well for future output, provided weather conditions remain satisfactory.

Would You Meet the Price Cutter?

Western Dealer Has Problem to Be Solved—To Follow or Not to Follow Him, is the Question —Selling Some Goods Below Cost—Ordinarily Price Cutting is Dangerous —What Would You Do?

Editor, Canadian Grocer,—What would you consider the best policy to recover trade where same has fallen off on account of an opposing merchant underselling you. We are working on a very small percentage on account of the money stringency. The merchant in question has several stores through the West and in nearly every case his prices are below his competitors.

I understand wholesalers have discontinued giving him credit and his financial standing is bad. Would you think it a wise policy to cut prices lower for awhile? I might say he is selling some articles below actual cost and the clerks receive $100.00 per month. He is paying 30c for butter while produce merchants are paying from 17c to 20c, also the same on eggs for which he pays 40c, outside prices are from 17c to 20c at time of writing.

Any suggestion you could offer would be appreciated in your next issue of Canadian Grocer.

A SUBSCRIBER.

Editorial Note.—Canadian Grocer has never been a believer in price cutting. It has always made the claim that when a dealer finds it necessary to have to cut prices it stamps him as either a poor buyer or an inferior salesman. Few retail stores that do not place salesmanship above everything else, will ever retain any degree of success, and as salesmanship is the power to persuade people to purchase products at a PROFIT, a man who does not make a profit on his goods, above the cost of doing business, is not a salesman.

Not being on the spot, and not being acquainted with full particulars of conditions in the district referred to by this retailer, it is a very difficult matter to say what he should and should not do. While it may therefore, be a good idea to undersell him at the present time, yet this is a policy we would not advise under ordinary circumstances. Usually a merchant who depends upon cut prices to get trade gives little or no service, and SERVICE is the thing that counts these days. By taking a personal interest in one's customers: by doing them little acts of kindness and favors which cost little or nothing, they become fast friends of the dealer, and it requires a good big slash in prices to get them to deal elsewhere. Diplomacy is too, a very important thing in a matter of this kind. No merchant can stand the pressure of price cutting on all goods and remain in the business for any length of time. Wholesalers and manufacturers are sure to discover his policy sooner or later and to exert stiff pressure upon him to see that his bills are paid. The retailer who makes but a fair profit on everything and familiarizes his customers with what he is doing in this respect, will create the idea indirectly that while the other fellow is underselling on some goods he is making a larger profit on others.

If the general public gets this impression it will be much less difficult for the man who maintains his prices and who only makes a fair average profit on all his goods. He is bound to secure the swing of the trade.

There can be no better method for securing and holding trade than an orderly arranged store, a bright front with bright window displays, a courteous salesman behind the counter, clean floors, counters and shelves, and a little better service than the other fellow is giving. If he is superior in all these items he can at least get the trade of the best people in the district at his own prices, providing they are reasonable.

It looks like a wise policy for any merchant to follow these days to sell his goods only at a profit above his expense of doing business, and to make sure that he gets in all his money. That will mean that when the present situation is tided over and results are coming in from the splendid harvest this fall, he will be in a good position to go strenuously after more trade and to get a considerable portion of it.

Canadian Grocer would be pleased to hear from other retailers in this regard.



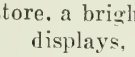
If you think you lack opportunities it may be that you merely lack an inclination to look for them, or to grab them when you see them.

• • •

The gift of gab and a knowledge of the stock count for a lot, but they cannot overcome entirely the handicap of a bad personal appearance. Get yourself looking right.

OYSTERS HERE AGAIN

August's gone. September's here, the fields will soon be brown and sere. But there is balm to sooth my pain: the oyster's back with us again. I do not know just how the "R" comes in my blissfulness to mar; but this I know and this I say, I have not had a stew since May. Nor have I seen a single fry to gladden epicurean eye. I have not had a chance to dwell in joy on Blue Points on the shell. Summer brings me mingled joys; its pleasure on me sometimes cloys. I love to swim and fish and boat; 'tis fine in idleness to gloat. The hot spell brings good things to eat, but none of them is joy complete. The oyster is all things in one, a banquet, consomme to bun. It's appetizer, meat, dessert, sometimes a pearl stud for my shirt. The time of joy has come at last; the R'less months are in the past. I care not for the autumn's chill while I of oysters eat my fill.—Newark News.



URGES REDUCTION OF RETAIL STORES

(Continued from page 17.)

The public finding this out cash in on it. There should not be any need for this bad feeling and there is really no need for so many stores in small towns each striving to undersell the other. If our friend of August 13th and hundreds of others would put in practice the above idea I feel confident it would help solve their difficulties.

A Summing Up

All combined you carry smaller quantities and larger varieties than with each separate store, and you reduce freight charges, delivery charges, clerk hire, insurance on extra buildings, etc. Your customers can't race around from one to the other with an account at each store as there is no local competition. You purchase in larger quantities, getting better prices with one large store than several small ones. You don't have to worry about what Jones is doing, and your mind is thus relieved from this unnecessary strain. You can all put yourselves in good fighting trim, and its up to you one and all to get what trade is doing in your town. Your selling expenses will be so reduced you can meet any outside competition with a smile.

HINTS ON SELLING OYSTERS

(Continued from page 18.)

taken place to such an extent, certain people who were interested in the keeping-inging up of this industry, devoted much time writing articles on the subject, which eventually had some effect. Among those who espoused the cause of the oyster was J. A. Paulhus, of Montreal, whose able pen is not a little responsible for reorganizing this industry. The Government eventually yielded to the views held by these experts, and decided to place the industry on the same basis as in Europe and the United States. In a word, they decided to allow individuals to go into the cultivation of oysters. At first, on account of conflicting regulations of the provincial and federal governsments, it had been quite a job to come to an understanding by which private individual companies could start this cultivation. The problem, however, has been solved now.

Tightening Up On Credits

Difference Between Banker and Retailer in Granting Credit — How Some Retailers Collect Accounts—Form Letters Are Good, But Do Not Go Far Enough— The Reason Why.

By ROBERT O. HOLMES.

HAVE you ever stopped to think of the vast difference between the methods of the banker or wholesaler in granting credit, and those of the average retail merchant? The former take pains to obtain security for any advances made to clients, while the retailers very often take absurd risks and write off annually large amounts for bad or doubtful debts. Why do the merchants take greater risks than the banker? Has the thought ever struck you that the merchant is probably a better risk for credit without security than the customer of the retail merchant, who is in many cases a most uncertain risk? Why is it that retailers take the risks they do, and when it becomes necessary to press for payment or security have to be satisfied with a lien on real estate or crops, or some uncertain security?

In discussing credit customers and how to deal with them, a country town retailer of wide experience, and who has made a close study of retailers' credit problems, stated in part as follows:—

"The merchant of a century ago was more justified in giving credit than we are to-day, because a rather different standard of morals or commercial morality existed at that time; moreover, the competition that exists at the present time, the mail order business, or shopping by post and other enemies of the country trader, did not trouble our forefathers. There is no doubt that a system of barter, exchanging produce for merchandise, was quite as much in evidence in earlier days as it is to-day, but with this difference, that farmers brought their produce to town and either sold or exchanged it for goods on the spot.

"Many of the customers we have to deal with to-day are very astonished if not greatly annoyed at our daring to ask for a settlement of our account, but my experience shows me that such customers are in most cases people who do not intend to pay unless they are forced, and I am wondering how long they would allow their accounts to remain unpaid if no pressure were brought to bear.

"How is the merchant to carry on business under such conditions or show any profit? The merchant has to pay his accounts often by an overdraft at the bank, for which he has to pay a large interest. Does the customer pay any interest? I think not.

"I am willing to make allowances for those who give me a good reason why they are unable to pay, and deserving cases call for lenient treatment, but I ask, is it fair to give long credit to those in receipt of a regular income or salary paid weekly or monthly?

"I know it is convenient for many people to run a monthly credit account, and it may be said that this holds the customer to the merchant; but such accounts should be met promptly, within a few days of rendering the account. The giving of indiscriminate credit recoils on the merchant in many ways.

"Short credit makes long friends, and when a man loans money to his friends he finds that the friendship is not what it used to be; and although the cases are not parallel, loaning money to a friend is not so far removed from loaning merchandise to a customer. In both cases it is difficult to ask for the money that right-



Slow pay customers differ as widely as people of any other class

fully belongs to you, and the only difference I can see is that in one case by asking for your bill to be paid you lose your customer and when you ask your friend to repay your loan you lose your friend."

Another merchant located in a small city, in discussing credit problems, referred to the customer who, after running up a good-sized account with a merchant, will transfer his account to another store, very often paying cash at the latter place. Then there are the customers who send a large portion of their trade to mail order houses.

The city merchant, in referring to mail order customers, said: "Many merchants do not seem to realize the amount of money that is sent from our city to the large mail order houses. I have been informed on good authority that no less than $1,800 was sent out in one day in money orders alone from this city to mail order houses many miles from here.

"No doubt many of these mail order customers who are sending their cash out of the city have credit accounts with local merchants. Many business communities have been handicapped by the pernicious credit habit. Credit customers who are allowed over thirty days' credit are responsible, it is claimed, for at least 85 per cent. of the bad debts incurred."

Now how are these many objectionable features to be overcome? There are a few merchants doing strictly cash businesses, but the great majority of retail merchants are doing both a cash and credit business.

For the merchant who wants to improve conditions in connection with the credit end of his business, I would suggest that he begin at once to study carefully all applicants for credit. I would suggest cutting down all new credit accounts to a strictly monthly basis. This of course must be done politely and with considerable tact, for offensive measures should be encouraged in any business.

Then, regarding present accounts of long standing, I would advocate sending a polite letter to each debtor customer advising him that you are placing all accounts on a monthly basis. These letters would be followed up by other letters, and in cases where remittances were not forthcoming a personal call would be made. There are many debtors who, after getting in deep, are unable to make a large payment on account at one time, and for that reason they disregard the account entirely. Many of these debtors if properly handled can be encouraged to pay off the account in small amounts. I have known cases where fairly large accounts have been paid off at the rate of 75 cents or $1 per month. Slow work to be sure, but far better than having to write the account off the book as loss.

In most of the smaller stores the merchant has to regulate his credits to a great extent by personal judgment.

In basing one's judgment of a customer's financial soundness and honesty no rule or set of rules can be followed. It is largely a matter of opinion. The merchant who knows the people of his neighborhood should not often make a mistake.

Some merchants have a positive genius for sizing up matters of this kind. They seem to be able to look right into their man and see whether at heart he is well intentioned and to be relied upon.

To illustrate the very important fact that all men cannot be judged on the same standard, two incidents may be quoted. A merchant once sold a stove to a customer who had only two dollars to put down on it, and who was known to be in hard circumstances. "He was honest to the core," explained this merchant. "One could see by his eye that he would never cheat you of a copper. I was prepared to wait for a long time, but I knew I would get my money in the end." And he got his money in due time.

This same merchant refused to sell a stove to a man who had recently moved to the town, despite the fact that the customer offered to pay ten dollars down on the purchase price. "I did not like his appearance," was his explanation. "He was too glib, too plausible, too ready with his promises. I somehow felt I would rather have the stove in my possession than his ten dollars." The merchant made an excuse to avoid an immediate delivery and then instituted enquiries. He found the man had a bad record and had left a lot of debts in the place he had come from. The stove was never sent and the merchant doubtless saved himself a loss by his caution.

An authority on the collection of accounts states that every debt can be collected, if the collector can only find the way to do it. In many cases there is only one way it can be done, only one avenue through which the pocket-book can be reached. That avenue can be found only by careful study of the individual.

I know a merchant who had three accounts which had been standing for over two years. Monthly statements had been sent out regularly, and the clerks had been sent to make personal calls, but without avail. The merchant then decided to try out a plan which he had heard of, but had never put into effect. One of the accounts was for $10.12. The merchant sent out a statement for $25.12, fifteen dollars more than the customer really owed. A letter accompanied the statement asking for a settlement, as the account had been standing for a long time and the firm needed money. The letter was polite, but to the point. Within two or three days the wife of the debtor visited the store and raised quite a fuss, stating that she was willing to pay what her husband owed, but she didn't intend to pay other people's accounts. She was very much put out to think that she should receive a bill for $15 more than she owed. The account was settled, and the merchant apologized for the error, etc., etc. After the lady left the store, the merchant dictated a letter to the former debtor expressing thanks for the settlement of the account, and regrets for the error which had been made. The desire was also expressed in the letter that the firm would continue to receive the customer's patronage. The customer is still dealing with the merchant, and now pays cash for all purchases.

The same plan was tried out on the other debtors who had long-standing accounts, and in several cases almost immediate responses were made. The debtors all kicked about the apparent errors in their accounts, but the merchant secured full payment of accounts in some cases and part payments in others.

In the case of some debtors who are apparently hopeless cases, it is a good plan to use the forms supplied by retail merchants' associations. Very often payment or part payment of accounts can be secured by this method.

The trouble with most merchants who have not proven successful in the matter of collections is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder to stern threat. They never think to change them to suit individual cases. The debtor may be a pig-headed man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamantive. Nevertheless the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, sanctimonious and defiant, crafty and guileless, honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder, then, that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

And now to describe the system of a Canadian merchant who has solved the difficulty as fully as it is possible to do so. He has a large business and carries a heavy volume of debts on his

(Continued on page 35.)

THE CLERKS' PAGE

WHAT KEROSENE WILL DO

Someone has compiled the following interesting uses for kerosene:

A few drops of kerosene added to boiled starch makes ironing easier.

If the fingers are dipped in kerosene and the throat well rubbed relief is experienced in cases of sore throat.

A few drops added to the water with which windows are cleaned saves times and labor, and a small quantity on a squeaking hinge or roller will insure a speedy cure.

A few drops on a dusting cloth tends to brighten the furniture, as well as prevent dust from flying about the room.

A tablespoonful added to each boiler full of hot water will lessen labor as well as whiten clothes.

A drop of kerosene on a piece of newspaper is the best polisher for lamp chimneys.

Basins or sinks that have become greasy or discolored with use may be cleaned with the aid of kerosene and for cleaning a rusty stove there is nothing else quite so good, but it should never be applied while the stove is hot.

THE ENCYCLOPEDIA

THE MAKING OF FRUIT PULP

A special leaflet dealing with the process of making fruit pulp has just been issued by the Board of Agriculture of the Imperial Government, and the following extracts will prove of interest:

Among fruit preserving methods "fruit-pulping" is not so widely known as it might be, but specially merits attention on account of its simplicity. It consists in reducing the fruit to a state of pulp by heat, generally by means of steam. The treatment sterilizes the fruit, so that it may be kept under suitable conditions without decomposition for an indefinite period. The product is known as "fruit pulp."

Fruit pulp is chiefly used in jam-making. It is converted into jam where convenient to the manufacturer.

In recommending the making of fruit pulp the board do not intend to suggest that the use of fresh fruit for jam-making should be curtailed. When possible, fresh fruit should be used for jam-making since the product is superior and the expense of pulping as a preliminary to jam-making is avoided. Pulping is, however, a useful supplementary method; by its means large quantities of fruit can be preserved, waste will be lessened, in plentiful seasons prices may be better maintained, and by the use of pulp stored up in seasons when fruit is cheap the cost of jam-making will be reduced in seasons when fruit is scarce.

The essential requirements for the preparation of fruit pulp on a commercial scale are a steam boiler, and barrels, tins, drums or jars, in which the pulp can be stored. The best qualities of pulp are stored in large stone jars, but these are expensive. The quickest and most convenient method of storage on a farm is to use casks. Casks which have contained wine or spirts are usually employed. They should be in good sound condition and preferably made of oak. Copper ladles and funnels are required for filling the casks.

Method of Making

In a jam factory pulp is usually prepared in the steam-heated pans otherwise used for boiling jam, but in the absence of special jam-making machinery the method here described may be adopted.

Three wooden vats, tubs or half barrels should be placed in a row in a position convenient for connection with existing steam piping. Whilst the contents of one vat are being steamed, a second will be in process of filling, and a third being emptied, so that with a sufficient head of steam the process of pulping will proceed continuously. A coil of 1-inch copper piping is required. This should be pierced with not more than 20 1/8-inch holes. The coil should be placed in the vat or tub so as to reach to within a few inches of the bottom, and the pipe connecting it with the boiler should be fitted with a rapid coupling so that the coil may be quickly transferred from one vat to the next. For continuous working two such coils are required, as it is not possible to insert a coil amongst the fruit after the vat has been filled. The vats should be provided with wooden covers to confine the steam whilst the steaming process is going on. With a 8 horse-power boiler working at a pressure of 45 pounds, three vats of 100 gallons capacity can be kept in fairly continuous use. Five hundredweight of plums or apples may be cooled at a charge, and, if steam can be maintained, three charges may be put through per hour.

Steam is also required for scalding out and sterilizing the interior of the barrels before filling them with pulp.

The process of sterilization is completed by burning a rag dipped in melted sulphur within the bung hole, and the bung is then kept closed until the barrel is ready for filling.

The casks must be completely filled and bunged down whilst the pulp is boiling hot, and placed in a position where they can be kept undisturbed until the pulp is required for use. They should lie on their side with the bung hole uppermost, and if there is any sign of fermentation a small hole should be bored in the wooden bung and closed with a spigot. The latter should be lifted daily until fermentation has ceased and the contents of the cask have settled down.

If the casks are subsequently moved the same process of daily opening the small hole in the bung must be repeated.

If tins or jars, after previous scalding, are filled with boiling pulp and at once hermetically closed the contents should keep indefinitely without fermentation. Tins used for pulp should be well lacquered inside.

In making plum pulp by the above method there is no necessity to add water. Five hundredweight of plums may be placed in the vat and the steam turned on for ten minutes. The contents of the vat should then be thoroughly stirred and the steam turned on for a further ten minutes, at the end of which time the pulp should be ready. It is essential that not only the flesh but also the kernels of the plums should be thoroughly cooked and sterilized.

In making apple pulp a certain amount of water must be added, varying with the character of the apple. In the case of hard apples about three gallons of water should be sufficient for each hundredweight of fruit, since more steam will be condensed than in the case of soft and easily cooked apples, to which rather more water may be added. After steaming for fifteen to twenty minutes the apples must be rubbed through a sieve of a mesh sufficiently small to retain the pips. The pulp must be again brought to the boil before finally storing in casks.

CURRENT NEWS OF WEEK

Quebec and Maritime Provinces

John Richardson, general merchant, Little Metis, Que., is dead.

Geo. V. Kneen, grocer, Maisonneuve, Que., has obtained a charter.

John A. Kindred, grocer, St. John, W. N.B., has sold to James A. Kindred.

Col. John A. Gunn, commander of the 24th Victoria Rifles, is now in France. He is president of Gunn's Ltd.

A son has been born in London, Eng., to Mrs. Gunn, wife of Lt.-Col. J. A. Gunn, commanding the 24th Battalion, Victoria Rifles.

The Mooney Biscuit & Candy Co. have recently moved their head office and executive offices to Montreal, and are located at 809 Lewis Building.

The price of bread was dropped from eight and nine cents per loaf to seven cents by a number of retailers in St. John, N.B., last week.

The Canadian Oriental Produce Co. has been granted a Federal charter to manufacture confectionery. Head office is in Montreal, the capital stock being $50,000.

The regular monthly meeting of the Retail Grocers' Section, Maisonneuve Branch, Retail Merchants' Association, was held on September 21st, at 189 Letourneau street, Maisonneuve.

The Robin Hood Mills have opened an office at 205 St. Nicholas Building, Montreal, which is in charge of Charles Ritz. This is their Eastern head office.

Two molasses exporters visited Montreal this week. They were Harold A. Inniss, representing DaCosta & Co., and Mr. Gittens, of Leacock & Co., both from Barbadoes.

Ontario

W. J. Sunter, grocer, Toronto, has sold to Porteous & Black.

Barrett & Boddy, grocers, Toronto, are succeeded by Mrs. Barrett.

John Mountstephen, general merchant, Kakabeka Falls, Ont., died recently.

Joseph Perkins, of J. Perkins & Co., general merchants, Cochrane, Ont., is dead.

Geo. F. Smith has purchased the grocery business of Eliza. H. Friend, Toronto.

M. Foster has bought the business of F. Lapthorn, general merchant, Gladstone, Ont.

C. D. Robinson & Co., general merchants, Waterford, Ont., have sold to A. Marchand.

Wm. Loughrey & Son, grocers, Horton street, London, Ont., have sold to H. Loughry & Co.

N. Wickett who recently took over a grocery store in New Liskeard, Ont., has had same renovated.

J. Crawford & Son, grocers, Toronto, have dissolved partnership, Howard Crawford continuing.

Moody & Clarke, grocers and butchers, St. Thomas, Ont., intend opening up their new store shortly.

Strawberries from Northern Ontario, were recently sold by E. F. Mason, a Peterborough, Ont. grocer.

E. E. Linnell, grocer, Hamilton road, London, Ont., has sold his grocery stock and store to F. Gohlenbury.

Smith & Orr, grocers, Adelaide street, London, Ont., have sold to Fred Lapthorne, of Gladstone, Ont.

Ross & McFarlane, grocers, Hamilton road and William street, London, Ont., have dissolved partnership, Chas. Ross continuing.

The officials and staff of the Walter Woods Company in Hamilton and Winnipeg, have donated a machine gun to the militia department.

Capt. H. I. Matthews, of Colborne, Ont., is dead. He started the Lakeport Canning Factory, and was at one time a director of the Canadian Canners.

Charles E. Wilton, general merchant, Centreton, Ont., had his store and residence struck by lightning recently, and almost totally consumed by fire. Mr. Wilton has insurance of $2,000.

Frank Fearman, of Fearman Bros., grocery brokers, Hamilton, Ont., was married last week to Miss Gay, of Hamilton. Mr. and Mrs. Fearman have been spending their honeymoon at Algonquin Park.

The Ekonome Foods is a new concern with Ontario charter, organized to manufacture and deal in dry soup compounds. The head office is in Thamesville, Ont., the provisional directors being J. P. Hale, of Bridgeburg. W. Tinline and T. H. Pluff, Orford, and Rev. A. M. Boyd and Dr. S. Stewart, Thamesville.

Western Canada

Jas. Park, gentral merchant, Minburn, Alta., is dead.

W. P. McCormick & Co., grocers, Winnipeg, have sold to H. L. Albright.

Weidman Bros. have purchased the grocery business of H. Fenson, Winnipeg.

W. H. Walsh Co., grocers, are closing their Eburne, B.C. business, but continue at Kerrisdale.

The Quaker Oats Co. have purchased the elevator at Ardath, Sask., of the Goose Lake Grain Co.

The Alberta Flour Mills have been incorporated under a Federal charter, with Calgary as head office, and $5,000,000 capital. Among the provisional directors are A. J. Seyler and H. H. Farman.

D. D. Butler, sales manager of the Geo. McLean Co., wholesale grocers, Winnipeg, has returned home after a business and pleasure trip through the east embracing some of the Eastern States, as well as Eastern Canada. He also spent a few days at his former home in Simcoe, Ont., and was in Brantford which place he left to go west some years ago.

A meeting of Winnipeg grocers was held recently for the purpose of forming a grocers' section of the Retail Merchants' Association. James O'Hare was appointed chairman, and Mr. Kimball secretary for the ensuing year. The 6 o'clock by-law was discussed and it was decided that a committee be appointed, composed of A. F. Brock, Mr. Nesbitt and Mr. O'Hare, who will scrutininze the by-law and report their findings.

Organization work for the Manitoba branch of the Retail Merchants' Association has made big progress in Southern Manitoba, with the result that at the present time 15 towns now have branch associations organized. This work has been going on for the past six weeks, and the response on the part of the out-of-town merchants has been splendid. In each centre a local president and secretary has been chosen, but the chief work of the organization is undertaken by the Winnipeg office. The towns which have just been organized are: Hartney, Deloraine, Boissevain, Cartwright, Manitou, Goodlands, Pilot Mound, Killarney, Oak Lake, Griswold, Mather, Waskada, Neepawa, Souris, and Altona. At the present time the organization work is being undertaken by N. B. Henry.

Canned Goods Advance Again

Tomatoes, Corn and Peas All Higher—The New British Budget and Tea—Molasses Very Firm and Prices Are Higher Than For Many Years—Pepper is Firming Up Again.

Office of Publication, Toronto, Sept. 23rd, 1915.

WHAT did we tell you about canned goods? About two months ago CANADIAN GROCER prophesied we would see a price considerably over the one then prevailing on canned tomatoes. Since then tomatoes have gone up rapidly. Last week another advance was made, bringing the price 20c per dozen above the one prevailing when the prophesy was made. The reasons for this are two. First of all considerable export is going on to Great Britain, and secondly, the pack for this year is unusually short. After that the fact of a good demand and you get the reason for continued and sharp advances. Corn and peas in cans have both advanced this week, the former by 5c and the latter by 2½c a dozen. The Holding company says that it is probable we shall see still further advances in these. So that canned goods are going to cost both the retailer and consumer more. We understand that both corn and peas have been shipped to England. This is nothing new for peas, but we fancy it is for corn because they have not, ere this, eaten corn in England. It may be that the export is for the Canadian soldiers at the front, but as it is difficult to change the accustomed rations of the British authorities, it may be for private consumption.

The molasses situation is very interesting. All grades are remarkably firm and both high and low are advancing quickly. On August 10, high-grade molasses sold for some 4½c a gallon in barrels less than it does to-day, and it is still going up. Low grades are very firm too, the lowest price to wholesalers on low-grade molasses is at present considerably higher than a short time ago. The reason appears to be that the canes were turned into sugar on account of the shortage of sugar rather than molasses. It is obvious that it is cheaper to make sugar of it than it is molasses and planters turned their attention to the latter. The situation in Quebec is exceedingly firm, and, of course, they do a much bigger business in molasses down there than in Ontario.

The British Budget only came down Tuesday and it is not easy to forecast exactly what will happen as the result of the huge provisions made. So far as tea is concerned the tax is now 1s per lb.—that is 24c. The lowest teas which will be bought in England will be worth 50c wholesale, and will possibly be higher than that; and bear in mind, this is for a low-grade tea. With a tax on every pound of 12c it seems reasonable to suppose that consumption will let up to a certain extent and that people will find it beyond their reach to buy as much tea as formerly. If this be so and with the present condition of the market, it may be, although nothing definite can be foretold, that consumption will so materially decrease that tea will be easier to get for Canada. One tea house suggests that just now is the time to wait. Anything may happen and nobody knows what will happen and it would be foolish to predict anything with any reasonable amount of certainty. Even Canada may have a war tax on tea. What remains to be seen is the effect of the new war tax on the tea market and when this is known CANADIAN GROCER will be in a position to advise the trade what line of action to take.

There is another tax in England on sugar and that again may have the effect of inducing the public to buy less sugar, thus reducing the consumption in England. What effect this will have on the world's market cannot faithfully be said at present, but it does look as if it might influence sugar prices slightly and make cheaper sugar for oversea buyers. But we shall see what we shall see and these are only casual remarks made after a hasty survey of the new provisions brought down by yesterday's budget.

Markets in Brief

QUEBEC MARKETS.

FLOUR AND CEREALS—
- Further decline in rolled oats.
- Lower prices on rye flour meal.
- Care required with Ontario flour.
- Manitobas liable to drop again.
- Moulee declines $2-$3.

PRODUCE AND PROVISIONS—
- Higher prices in new cheese.
- Finest creamery advances again.
- Pure and compound lard up.
- Eggs receipts falling off.
- Broilers and fowls plentiful.

FRUIT AND VEGETABLES—
- Pears up to $3.50-$3.75 box.
- Plums down to 25c large basket.
- Peaches much cheaper.
- Dearer apples anticipated.
- Moutreal potatoes jump to 75c.

FISH AND OYSTERS—
- Dore and pike in better demand.
- River fish more plentiful.
- Halibut yield keeping up.
- Salmon plentiful; prices lower.
- Lobsters still at luxury prices.

GENERAL GROCERIES—
- Further decline of 10c in sugar.
- Canned goods take another rise.
- Big drop in price of dried peas.
- Peppers rising wildly.
- Higher dried fruit prices named.
- Geueral advance in spot nuts.

ONTARIO MARKETS.

FLOUR AND CEREALS—
- Flour a waiting game.
- Feeds now easier.
- No change in cereals.

PRODUCE AND PROVISIONS—
- No change in meats.
- Butter goes higher.
- British Goverument buys cheese?
- Eggs advance sharply.
- No demand for poultry.

FRUITS AND VEGETABLES—
- Jamaica oranges selling.
- Cranberries have arrived.
- Peaches selling well.
- No good cauliflowers available.
- Spanish onions bigher.

FISH AND OYSTERS—
- Smoked lines begin to sell.
- Oyster season set back.
- Scarcity of whitefish.
- Ontario trout coming in.
- Lobsters high and scarce.

GENERAL GROCERIES—
- Tomatoes advance sharply.
- Corn and peas, too.
- Molasses prices up.
- Common teas down.
- Sugar, down 10c.

QUEBEC MARKETS

Montreal, Sept. 22.—The chief points of interest in the market are a further decline of 10c in sugar, and an advance in several lines of canned goods. This is the third drop in sugar to take place within two weeks. It was brought about by continued weakness in the raw sugar market. Raws have sold as low as 3¼c. The weakness may be due to large crops in Cuba, or to the forcing of beet sugar on to the market at an early date.

Tomatoes are selling at 97½c. It be-

gins to look as if no new prices will be named this year for the retail trade, as no agreement has yet been arrived at between the canners and the wholesalers. On account of a small corn crop, and the possibility of its being damaged by frost, there may be higher prices on corn. To-day's quotations for the latter are 90c.

A wholesaler vouchsafed the information this week that another 2c advance in the price of molasses was possible. Judging by the amount that has been brought into this province during 1915—about a third of the usual amount—it will soon matter little what prices wholesalers charge for their stock, as they will have none to sell. There has been some mixing done already, but this cannot go on for long, as there will be no fancy left to do it. However, what blended molasses there is on the market will soon be very acceptable.

Dealers in Ontario flour are warning the trade to be careful in their purchases, as considerable is being offered, in some cases from the choicest districts, which is smutty and of poor quality. Wholesalers have been turning down supplies for the above reason. There is a feeling here that another decline is probable in Manitobas.

Flaxseed, used for pharmaceutical purposes, has declined ½c, and is now quoted at 4¼-5c. Wholesalers report an advance of ½c on pure lard and ¼c on compound lard. They quote for compound in pails $2.10 and for pure $2.60, these being for jobbing lots.

SUGAR.—A further decline of 10c per bag occurred on Saturday, Sept. 18, ostensibly because of the weak raw market. Other reasons are assigned for it by certain parties, but the chief factor was without doubt that the price of raws fell to 3¼c, and were offered at 3⅛c. It is difficult to say exactly what is the cause of weakness in raws. Some say it is due to big crop in Cuba; others believe that the weakness is due to beet sugar refiners foreing their product on the market early.

Extra Granulated Sugars—	Per 100 lbs.
100 lb. bags	6 35
20 lb. bags	6 45
2 and 5-lb. cartons	6 65
Yellow Sugars—	
No. 3	6 20
No. 1	5 95
Extra Ground Sugars—	
Barrels	6 70
50 lb. boxes	6 90
25 lb. boxes	7 10
Powdered Sugars—	
Barrels	6 50
50 lb. boxes	6 70
25 lb. boxes	6 90
Paris Lumps—	
100 lb. boxes	6 55
50 lb. boxes	7 05
25 lb. boxes	7 25
Crystal Diamonds—	
Barrels	6 95
100 lb. boxes	7 05
50 lb. boxes	7 15
25 lb. boxes	7 35
Cartons and half cartons	8 05
Crystal Dominoes, cartons	8 15

TEA.—It is felt by the trade here that prices on Japans will be firmer later, as there is a splendid demand for all grades. Nothing will be offered to the retail trade this year under 19-20c. It seems that the Japanese are using many of the cheaper grades for home consumption. Siftings and fannings are higher than usual, and the above is given as the reason. Good Japan teas are bringing good prices. Letters received by importers from Colombo, dated August 18, bring the news that prices of fine Ceylons are as firm as ever, and that little chance is seen of a decline. With people returning to Montreal from their country homes, retailers are finding business better, and are buying more freely.

DRIED FRUITS.—The crop of Malaga raisins is smaller than usual, and is late in arriving. Usually these goods are on hand by this time, but it may be a month before they arrive. A very good demand is being felt here for Valencia raisins on account of the high prices. New prices came to hand this week from the California Dried Fruit Association on fancy seeded raisins and museatels, which are higher than those of last year, and a shade higher than opening prices. Sultanas are as hard to get as ever, and currants, while they have not gone up since the advance two weeks ago, are very strong, and those who can get them will apparently be able to command big prices.

EVAPORATED FRUITS.	Per lb.
Apples, choice winter, 25-lb. boxes	0 09
Apples, choice winter, 50-lb. boxes	0 08½
Apricots	0 15½ 0 17½
Nectarines, choice	0 1[illegible]½
Peaches, choice	0 10 0 11
Pears, choice	0 13½
DRIED FRUITS.	
Candied Peels—	
Citron	0 20 0 21
Lemon	0 13½ 0 14
Orange	0 13½ 0 14
Currants—	
Amalias, loose	0 07½
Amalias, 1-lb. pkgs.	0 08
Filiatras, fine, loose, new	0 07½
Filiatras, packages, new	0 08
Vostizzas, loose	0 09
Dates—	
Dromedary, package stock, per pkg.	0 09
Fards, choicest	0 12½
Hallowec, loose	0 08
Hallowee, 1-lb. pkgs.	0 07½ 0 09
Figs—	
8 crown, 12-lb. boxes, fancy, layer, lb.	0 12
7 crown, 12-lb. boxes, fancy, layer, lb.	0 12
6 crown, 12-lb. boxes, fancy, layer, lb.	0 11½
1 lb. glove boxes, each	0 12
Prunes—	
30 to 40, in 25-lb. boxes, faced	0 14
40 to 50, in 25-lb. boxes, faced	0 13
50 to 60, in 25-lb. boxes, faced	0 12
60 to 70, in 25-lb. boxes, faced	0 11
70 to 80, in 25-lb. boxes, faced	0 10
80 to 90, in 25-lb. boxes, faced	0 09½
90 to 100, in 25-lb. boxes, faced	0 09
Raisins—	
Malaga, table box of 22 lbs., 3-crown cluster, $2.60; 5-crown cluster	3 60
Muscatels, loose, 3-crown, lb.	0 09
Sultana, loose	0 14
Sultanas, 1-lb. packages	0 15
Cal. seedless, 16 oz.	0 09
Seedless, 12 oz.	0 08½
Fancy seeded, 12 oz.	0 09
Choice seeded, 12 oz.	0 08½

Prices quoted on all lines of fruits are liable to be shaded for quantities, according to the state of market.

NUTS.—Wholesalers announce the following advances in the price of certain nuts, made necessary on account of the big demand during the Jewish holidays, because of low stocks, and, thirdly, because new crop stuff will not arrive for a long time to come: Pure Mayette Grenobles, 16-17c; Brazils, 15-16c, and Sicily Filberts, 14-15c. The advance amounts to about a cent in each case. While wholesalers report that higher prices are expected on shelled almonds, due to smaller crop than expected, the primary market was easier this week; importers, however, consider this only temporary. Inquiries for shelled walnuts are coming in freely, despite the fact that prices for November shipment will be much lower.

Almonds, Tara	0 17	0 18
Grenobles, new	0 16	0 17
Marbots, new	0 13½	0 14
Shelled walnuts, new, per lb.	0 35	0 37
Shelled almonds, 28-lb. boxes, per lb.	0 37	0 38
Sicily filberts	0 14	0 15
Filberts, shelled	....	0 24
Pecans, large	0 20	0 21
Brazils, new	0 14	0 15
Peanuts, No. 1, French	....	0 07
Peanuts, No. 1, Spanish	....	0 08½

MOLASSES.—Representatives of Barbados planters who are in Montreal on their annual trip confirm the statement that there is no molasses left on the Island. Some idea of the small amount exported to this province during 1915 can be gathered from a statement of receipts of all molasses, choice, fancy, and all grades. The amount shipped to Quebec Province up to August 5 was 9,130 puncheons, compared with 30,384 puncheons up to the same date last year. The total shipment from Barbados for the year 1914 to all parts of the world was 89,311 puncheons; this year it was only 38,500 puncheons. From the above it will be seen that the amount shipped to Quebec Province this year is only about a third of last year's; this will give some idea of what prices are likely to be before long.

Barbadoes Molasses—	Price for Island of Montreal. Fancy.	Choice.
Puncheons	0 57	0 48
Barrels	0 60	0 51
Half barrels	0 62	0 53

For outside territories prices range about 3c lower.

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer, may be sold at "open prices." No discounts will be given.

Corn Syrups—	
Barrels, per lb., 3¾c; ½ bbls., 4c; ¼ bbls.	0 04¼
Pails, 83½ lbs., $1.95; 25 lbs.	1 40
Cases, 2 lb. tins, 2 doz. in case	2 65
Cases, 5 lb. tins, 1 doz. in case	3 00
Cases, 10 lb. tins, ½ doz. in case	2 90
Cases, 20 lb. tins, ¼ doz. in case	2 85
Cane Syrups—	
Barrels, lb., 4¾c; ½ bbls.	0 05
Cases, 2 lb. tins, 2 doz. in case	3 60

SPICES.—The pepper market has been rising during the past week, and still higher prices are expected. It will be remembered that a gradual decline took place in primary peppers, and it looks as though the bottom of the market had been reached. The English market advanced ¾d. in a very short time. Austrian sage is practically out of stock in first hands.

	5 and 10-lb. boxes.	¼-lb. pkgs. dozen.	¼-lb. tins lbs.
Allspice	—0 16	—0 69	—0 23
Cassia	—0 22	—0 89	—0 29
Cayenne pepper	—0 28	——	—0 35
Cloves	—0 28	—1 05	—0 35
Cream tartar—45-55c.			
Ginger, Cochin	—0 22	——	—0 29
Ginger, Jamaica	—0 23	1 00—1 15	—0 31
Mace	—0 80	——	—1 00
Nutmegs	—0 40	—2 40	—0 75
Pepper, black	—0 22	0 90—1 00	—0 29
Pepper, white	—0 30	1 15—1 20	—0 37
Pastry spice	—0 22	0 95—1 20	—0 29
Pickling spice	0 14—0 16	——	——
Turmeric	0 21—0 23	——	——

Lower prices for pails, boxes or bailers when delivery can be secured.

Cardamon seed, per lb., bulk	2 00	2 50
Carraway—		
Canadian	....	0 13
Dutch	0 16	0 18
Cinnamon, China, lb.	0 14½	0 16
Mustard seed, bulk	0 19	0 23
Celery seed, bulk	0 36	0 46
Cayenne chillies	....	0 35
Shredded cocoanut, in pails	0 18½	0 22
Pimento, whole	....	12-15

RICE.—There is quietness in the primary market for Canadian ground rices, but wholesalers have been buying heavily during the past week or two, and supplies are now coming forward. After unusual activity in the first market last week, tapioca became quiet, with prices firmly held at the new level.

	Per cwt.
Rangoon Rices—	
Rangoon, "B"	3 90
"C.C."	3 80
India bright	4 00
Lustre	4 10
Fancy Rices—	
Imperial Glace	5 20
Sparkle	5 60
Crystal	5 00
Ice drips	5 30
Snow	5 20
Polished	4 10
Pearl	4 60
Mandarin, Patna	4 30
Java Onyx	7 00

Prices are per 100 lbs., packed in bags (250 lbs.), half-bags (100 lbs.), and quarter-bags (50 lbs.); add 10c per 100 lbs. for pockets (25 lbs.), and 20c for half-pockets (12½ lbs.).

Imported Patna.	Per lb.
Bags, 224 lbs.	0 05½
Half bags, 112 lbs.	0 05⅝
Quarter bags, 56 lbs.	0 05¾

Velvet head Carolina	0 09	0 10
Sago, brown	0 06½	0 07
Tapioca—		
Pearl, lb.	0 07	0 07½
Seed, lb.	0 07	0 07½

DRIED VEGETABLES.—New crop beans are not expected here until late in October, and the trade are anticipating that they will be spotted, and that it will be necessary to take them as they are, with the usual grading. Those with 1914 stuff on hand should hold on to them if they require good stuff. The market is weak on peas, supplies of which are very liberal. There is the same difficulty as last year as regards Ontario peas, which are inclined to be buggy. Quebec crop is good, and on the whole are good boilers. Prices being quoted are as low as $2.50-$2.75 per bushel, but some wholesalers are asking $3.25 for first quality strictly boilers.

Beans—		
Canadian, 3-lb. pickers, per bushel	3 45	3 75
Yellow eyes, per bushel	....	4 30
Lima, per lb.	0 07½	0 08
Peas, white soup, per bushel	2 40	3 25
Peas, split, bag, 98 lbs.	....	5 50
Barley, pot, per bag	3 00	3 30
Barley, pearl, lb.	0 05	0 06

MONTREAL

CANNED GOODS.—There have been no advances on sockeye canned salmon since opening prices were announced, despite poor runs in certain sections. Chums, however, have been advanced by wholesalers 25c per case. Dealers state that buying is fairly heavy on Chums and Pinks.

A British Columbia packer, commenting on the situation, states that the pack of Pinks on the Fraser River will be less than anticipated, due to competition from Puget Sound packers. The run of Pinks on the Sound has been small, and packers there, in order to fill their cans, are sending their collecting boats to the lower Fraser River, and are bidding high prices for Pinks, which are really beyond the reach of what local packers could pay in order to sell his fish at anything like the price he has charged the trade, which so far has been the highest price asked for Fraser River pack, and, indeed, is the maximum they can hope for as compared with the price they secure for Northern Pinks. This competition from Puget Sound will apply also to Cohoes, and the pack of these on the Fraser River is liable to be a small one.

Another B. C. packer has written to his Eastern representatives to the following effect: "The catch is over on high grades. A few sockeyes are still being taken in the Fraser, but, of course, the quality is not nearly as good as the early run, and as the season advances, the quality of sockeye continually deteriorates.

"From the standpoint of value, good Red Springs are splendid value in high-grade fish; medium, red and white Springs are also good value, but they lack color.

"Cohoes run later than either Springs or Sockeye. Up to date, canners have been busy packing Cohoes for export from where there has been a good demand, and will not be especially interested in Canadian business until after they have filled their foreign contracts. Pinks are plentiful, but they are being held firmly at association prices.

"Canners do not anticipate packing many Chums this year, as the margin of profit is small, and it does not pay for them to carry the goods."

Further advances were announced this week by the Holding Company in prices of canned vegetables. Their quotations at factory jumped 2½c on tomatoes, and are now on a basis which will bring the cost to the retailer over $1 per dozen. However, local wholesalers continue to quote 97½, notwithstanding the higher laid down cost. It looks as if there is going to be an open season this year, and that each wholesaler will name his own prices. This fact probably accounts for the price of tomatoes remaining at 97½c. Those wholesalers who have large stocks of tomatoes on hand can afford to sell at 97½c, despite the advance at factory. There were further advances in corn, peas and beans this week, but, as in the case of tomatoes, it is unlikely that full quotations will be charged just yet a while.

There may be an interesting side to the corn market before long. It is well known that the tomato crop has been a poor one this year, but it was not known until recently that the corn crop was also likely to be poor. Montreal wholesalers announce this week that Canadian corn will be a short crop, and the frost is being dreaded, as the corn is late. If frost should set in early, it is stated, serious damage would result.

An advance has taken place in Bartlett pears, amounting to 12½c on 3-lb. tins, and 7½c on 2 lbs. This is attributed to short crop, which apparently applies to the pear crop generally. Quotations now are as follows: 2 lbs., $1.60, and 3 lbs., $2.50.

An advance occurred in 3-lb. apples of 2½c doz., quotations now being 95c.

The following prices are current in Montreal on old pack salmon where available:

Chums, 1-lb. talls	0 90
Pinks, 1-lb. talls	1 20
Cohoes, 1-lb. talls	1 45
Red Springs, 1-lb. talls	2 00
Humpback (pink), ½-lb. tins	0 50
Canned Vegetables—	
Tomatoes, 3's	0 97½
Peas, standards	0 90
Early June peas	0 95
Extra sifted peas	1 45
Corn, 2's, doz.	0 90
Salmon, Sockeye—	
1 lb. talls, cases 4 doz., per doz.	2 52½
1 lb. flats, cases 4 doz., per doz.	2 72½
½ flats, cases 8 doz., per doz.	1 57½

Five cases or more, 2½c doz. less than above.

ONTARIO MARKETS

TORONTO, September 23.—The chief topic of interest on the street is the effect that the British Budget will have on trade and prices. As he cables only came over the day of writing, it is difficult to say anything very authentic. We may, however voice one or two suggestions as to possibilities and leave them without definite prophecy.

Tea is now taxed at 24c per pound in Britain, the new Budget imposing a further fourpence or 8c. This is a big tax and it may be that the effect is liable to be felt in tea consumption. Of course it should be remembered that the Englishman likes his tea. Tea men here seem to agree that the cheapest tea will be around 50c a lb. wholesale, and certainly that will mean a strain for a number of the working-class people, who are burdened with heavy income tax and taxes galore, on other commodities, postage and so forth. Tea is a popular beverage and last year's consumption—despite the absence of the men at the front—was greater than ever before. It is questionable whether this additional tax will shake the consumption much, so popular is tea. But it may! One tea concern suggests that, if less tea be used in England, prices may decline materially. However, we shall have to wait to see the result.

Sugar, which also gets an additional tax, may share the same effect.

The chief features of the market this week are another 10c decline in sugar and a further stiffening in canned goods.

SUGAR.—Two days after our last report, which itself recorded a decline of ten cents, there came another drop, likewise of a dime. The decrease, was sympathetic to the New York market and was on account of extreme weakness felt there. Present levels are easy: demand is hand-to-mouth and no very great business is being done.

Extra Granulated Sugars, Montreal Refined—per 100 lbs.	
100 lb. bags	6 41
20 lb. bags	6 51
10 lb. bags	6 56
2 and 5-lb. cartons	6 70
Nova Scotia refined, 100-lb. bags	6 31
New Brunswick refined, 100-lb. bags	6 41
Extra Ground Sugars—	
Barrels	6 81
50 lb. boxes	6 99
25 lb. boxes	7 11
Powdered Sugars—	

Barrels	6 61
25 lb. boxes	7 01
Crystal Diamonds—	
Barrels	7 06
100 lb. boxes	7 16
50 lb. boxes	7 26
Cartons (20 to case)	7 81
Cartons (50 to case)	8 31
Crystal Dominoes, cartons	7 81
Paris Lumps—	
100 lb. boxes	7 16
50 lb. boxes	7 26
25 lb. boxes	7 46
Yellow Sugars—	
No. 1	6 61

Barrels granulated and yellow may be had at 5c per cwt. above bag prices.

TEA.—The "London" (Eng.) Grocer of three weeks ago, speaking of the month or so preceding that, shows a decline in the price of common grades, which amounted to nearly 5 cents and reports that lower grades are of such poor quality that no demand is visible. Fine teas are abnormally high and are firm at that. There is a big call for good grades and the market is advancing.

The chief topic in the tea market is the probable effect of the English budget on demand. Tax is now one shilling—24c—a pound. The additional 8c may act as a prohibitive with a lot of consumers who, having now other tax burdens, can't afford the 50c or more which even the lower grades will now cost. If consumption should be thus decreased in Britain it might (argues one tea man here) mean cheaper tea for Canada. This is one view.

DRIED FRUITS.—There is really nothing new from what we said last week. Firmness exists—so far as futures are concerned—all along the line. Currants, according to the latest cables, are firm and likely, if they move at all to go higher. Seedless raisins are all cleaned up and business is being declined at pretty well any price at all. Seeded is sold up too. Despite the scrap between packers and growers in California, prunes have firmed up and demand is consistently good. Peels and apricots present no unusual feature. There are no price changes on present spot stuff.

Apricots—		
Standard, 25 lb. boxes	0 13¼	0 15
Choice, 25 lb. boxes	0 15	0 15½
Apples, evaporated, per lb.	0 08	0 08½
Candied Peels—		
Lemon	0 13	0 14
Orange	0 13	0 14
Citron	0 19	0 22
Currants—		
Filiatras, per lb.	0 09½	0 10½
Amalas, choicest, per lb.	0 10	0 10½
Patras, per lb.	0 10½	0 11½
Vostizzas, choice	0 12	0 13
Cleaned, ½ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 09½	0 10
Fards, choicest, 60-lb. boxes	0 09	0 09½
Package dates	0 06	0 08½
Hallowees	0 07¼	0 07¾
Prunes—		
30-40s, California, 25 lb. boxes	0 14½	0 15
40-50s, 25 lb. boxes	0 12½	0 13½
50-60s, 25 lb. boxes	0 12	0 12½
60-70s, 50 lb. boxes	0 10½	0 11½
70-80s, 50 lb. boxes	0 09	0 09½
80-90s, 50 lb. boxes	0 08	0 09
90-100s, 50 lb. boxes	0 07½	0 08
25 lb. boxes, ½c more.		
Peaches—		
Choice, 50 lb. boxes	0 07	0 07½
25 lb. boxes, ¼c more.		
Raisins—		
Valencia	0 11	0 11½
Seeded, fancy, 1 lb. packets		0 10½
Seeded, choice, 1 lb. packets	0 09¾	0 10¼
Seeded, choice, 12 oz.		0 08
Seedless, 16 oz. packets	0 11½	0 12
Seedless, 12 oz. packets		0 10

NUTS.— Buying is distinctly hand-to-mouth just now; the average purchaser taking 5-lb. lots, where formerly he bought much bigger quantities. That, of course, is on spot stuff. Buying on futures proceeds apace. Prices in some cases will be lower than last year, but in others they will be higher. We are not altering our quotations: these only apply on spot stocks, however, and not on futures.

	Per lb.	
In Shell—		
Almonds, Tarragona	0 17½	0 18
Brazils, medium, new	0 13	0 15
Brazils, large, washed, new	0 17	0 18
Chestnuts, peck	1 75	2 00
Filberts, Sicily, new	0 13	0 14
Peanuts, Jumbos, roasted	0 12½	0 13½
Peanuts, hand-picked, roasted	0 11	0 11½
Peanuts, fancy, roasted	0 09	0 10
Pecans	0 17	0 18
Walnuts, Grenoble		0 15
Walnuts, Bordeaux	0 11	0 12
Walnuts, Marbots	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts		0 35
Peanuts	0 11	0 11½
Pecans	0 55	0 60
Walnuts	0 38	0 40

SPICES.—The market keeps active with brisk trading in all grades of peppers, both black and white, cloves, cassias, gingers and so forth. The demand is distinctly better, buyers now purchasing for fall needs. Prices keep firm on account of the scarcity of supplies. A steamer to New York last week eased the situation a little, though available supplies do not begin to approximate demand.

Spices—	Compound, per lb.	Pure, per lb.
Allspices, ground	—0 10	—0 16
Allspices, whole	——	—0 15
Cassia, whole	——	0 21—0 32
Cassia, ground	0 14—0 16	0 22—0 30
Cinnamon, Batavia	——	0 27—0 35
Cloves, whole	——	0 28—0 45
Clives, ground	0 18—0 22	0 28—0 35
Cream of tartar	0 25—0 36	0 50—0 60
Curry powder	——	0 30—0 35
Ginger, Cochin	0 15—0 17	0 18—0 22
Ginger, Jamaica, ground	0 18—0 21	0 23—0 28
Ginger, Jamaica, whole	——	0 25—0 30
Ginger, African, ground	——	0 14—0 18
Mace	——	0 80—0 90
Nutmegs, brown, 64s, 52c; 80s, 42c; 100s	——	—0 30
Nutmegs, ground ,bulk, 45c; 1 lb. tins	——	—0 50
Pastry spice	——	0 22—0 25
Peppers, black, ground	0 14—0 18	0 19—0 24
Peppers, black, whole	0 19—0 24	0 30—0 35
Peppers, white, ground	0 19—0 24	0 36—0 38
Peppers, white, whole	——	0 35—0 37
Pickling spice	——	0 16—0 20
Turmeric	——	0 18—0 20

MOLASSES.—All grades are remarkably firm and the market all round is advancing. Low grades are selling much higher than formerly. High grades, i.e., fancy or choice, are worth 53½c and more. One month ago they sold for 49c, and the market looks as if it were going higher still. The reason seems to be that planters turned the cane into sugar rather than molasses: for two reasons, first, because it was cheaper so to do, and secondly, sugar was in real demand and at a high price. The situation is interesting.

TORONTO

CANNED GOODS.—It looks as though our prophecy of a few weeks ago, anent tomatoes, were going to be fulfilled. It was pointed out that the day was not far distant when canned tomatoes would sell for over $1 to the trade. A further advance this week takes them to 97½c and $1, and that is net cash price. It looks as if they will still go higher because of the short pack and the export demand. In this connection the New York Journal of Commerce says:

"For the first time in several years exports of canned tomatoes from Italy to England have suffered a slump, while shipments of this commodity to the United Kingdom from the United States and Canada have shown a heavy increase.

"Exports of canned tomatoes from Italy to England in the first seven months of 1914 totaled 278,506 cases, against 221,690 cases during the corresponding period of the present year. Shipments of canned tomatoes from the United States and Canada to England during the first seven months of last year were only 1,017 cases, whereas in the same seven months this year they reached the large total of 284,161 cases. Canada secured the bulk of the increased business."

That last phrase is important.

Canned corn and canned peas were also advanced by the holding company, the former a nickel a dozen and the latter two cents and a half. There is a strong demand all over the country for canned goods.

MANITOBA MARKETS

Winnipeg, Sept. 25.—"Country trade was never better," was the remark of the sales manager of a large wholesale grocery firm the other day, and he added that city trade was improving and it was expected that the quartering of some 10,000 troops in the city during the winter would help business in all lines.

A week's wet weather has delayed threshing and delivery, and receipts of grain have been comparatively light. A lot of stuff has been going into store, though, in country elevators, and the big export houses have been active buyers of futures. It would seem they do not expect prices to go lower.

In staple lines of groceries there are no changes of importance except in sugar, which is down to $6.95 for standard granulated. Ontario beans are now practically off the market until the new crop comes in. Fall prices on nuts will be announced shortly.

	Per cwt. in sacks.
Sugar, Eastern—	
Standard granulated	6 95
Extra ground or icing, boxes	7 80
Extra ground or icing, bbls.	7 60
Powdered, boxes	7 60
Powdered, bbls.	7 40
Hard lump (100-lb. case)	7 90
Montreal, yellow, bags	6 55
Sugar, Western Ontario—	
Sacks, per 100 lbs.	6 90
Halves, 90 lbs., per cwt.	7 05
Bales, 20 lbs., per cwt.	7 80
Powdered, 50s	7 35
Powdered, 25s	7 70
Icing, barrels	7 65
Icing, 50s	7 90
Cut loaf, barrels	7 75
Cut loaf, 50s	8 00
Cut loaf, 25s	8 25
Sugar, British Columbia—	
Extra standard granulated	6 90
Bar sugar, bbls.	7 05
Bar sugar, boxes	7 30
Icing sugar, bbls.	7 25
Icing sugar, boxes	6 90
H. P. lumps, 100-lb. cases	7 85
H. P. lumps, 25-lb. boxes	8 00
Yellow, in bags	8 50
Corn Syrup—	
2s, per case 2 doz.	2 75
5s, per case 1 doz.	3 13
10s, per case ½ doz.	3 01
20s, per case ½ doz.	3 03
B. C. Cane Syrups—	
2-lb. tins, 2 doz. to case, per case	3 75
5-lb. tins, 1 doz. to case, per case	3 50
10-lb. tins, ½ doz. to case, per case	3 50
20-lb. tins, 3 tins to case, per case	3 25

(These prices prevail in Winnipeg, Calgary, Regina, Moose Jaw and Lethbridge. For Edmonton and Saskatoon they are 5c case higher.)

Molasses—	Per gal.
Barbadoes	0 53
New Orleans	0 34

Maple Syrups—	Per case.
Imperial quarts, case, 2 doz.	5 40
Imperial, ½ gals., 1 doz.	5 55
New, pure, ½ gal. case	9 00
New, pure, ½ gal., quarts, case 2 doz.	9 70
New, pure quart bottles, case 2 doz.	9 75
Butter, No. 1 creamery, lb.	0 25

DRIED FRUITS.—

Apples, evaporated, new, 50's		008½
Apricots, choice, 25's		0 12
Apricots, choice, 10's		0 12½
Currants—		
Dry clean		0 08½
Washed		0 09
1 lb. package		0 09½
2 lb. package		0 18
Vostizzas, bulk		0 11
Dates—		
Hallowee, loose, per lb.		0 09
Hallowee, 1-lb. pkgs.		0 07¾
Fard dates, 12-lb. boxes		1 25
Peaches—		
Standard, 25-lb. boxes		0 06½
Choice, 25-lb. boxes		0 07¼
Choice, 10-lb. boxes		0 07¾
Raisins, Muscatels—		
3 crown, loose, 25's		0 09¼
3 crown, loose, 50's		0 09
Raisins, Sultanas—		
Corinthian Giants		0 13¼
Superfine		0 12½
Finest		0 10⅞
Fine		0 10¼
Prunes, in 25-lb. boxes—		
90 to 100		0 09¼
80 to 90		0 09½
70 to 80		0 10
60 to 70		0 10½
50 to 60		0 11
40 to 50		0 11½
Table Layer Figs—		
7-crown, 3- lb. boxes, per lb.		0 15½
5-crown, 10-lb. boxes, per lb.		0 15
5-crown, 10-lb. boxes, per lb.		0 13¾
4-crown, 10-lb. boxes, per lb.		0 15
3-crown, 10-lb. boxes, per lb.		0 12⅜
Glove boxes, per doz.		1 00
Cooking figs, taps, about 5 lbs., lb.		0 07¼
Cooking figs, choice naturals, 28-lb. bags	0 07	0 07⅛

RICE AND TAPIOCA.—

Rice and Tapioca—		
No. 1 Japan, per lb.		0 08
No. 2 Japan, per lb.		0 04½
Sia, per lb.		0 03¾
Patna, per lb.		0 07¼
Carolina, per lb.		0 08½
Sago, pearl, lb.		0 06½
Tapioca, pearl	0 06	0 06½

DRIED VEGETABLES.—

Beans—		
California, hand-picked, per bushel		4 30
Tbree-lb. pickers		5 65
California Lima Beans—		
Bag lots		0 07½
Less than bag lots		0 06½
Barley—		
Pot, per sack, 96 lbs.		3 30
Pearl, per sack, 96 lbs.		4 30
Peas—		
Split peas, sack, 98 lbs.		6 00
Sacks, 40's		3 02
Whole peas, bushel		2 90

BRITISH COLUMBIA MARKETS

By Wire.

Vancouver, Sept. 23.—Butter, creamery, is up to 31c to 33c. Cheese, large, has eased to 17c. Eggs, local fresh, are 23c, and extra selected 28c. Lard has eased off to—32's, $8.25; 5's, $8.17; 10's, $8.10; 20's, $10.50. Lemons have eased to $3.50 to $4. Potatoes are down to $10 to $15 a ton. Rolled oats have eased to $3.10. Oranges are high at $5 to $5.75. Sugar, standard granulated, is down 10c to $7.25, and yellow, $6.60.

PRODUCE AND PROVISIONS.

Butter, creamery, per lb.	0 31	0 33
New Zealand cubes		0 36½
New Zealand brick		0 37
Cheese, per lb., large		0 17
EGGS—		
Local fresh		23 c
Extra selected		28 c
Vancouver Island		32 c
Lard, 3's, per case		8 25
Lard, 5's, per case		8 17
Lard, 10's, per case		8 10
Lard, 20's, per case		10 50

GENERAL.

Almonds, shelled, lb.	0 45
Beans, Ontario, per lb.	06 c
Beans, Lytton	06½c
Cream of tartar, lb.	50 c
Cocoanut, lb.	18½c
Cornmeal, bail	$3 00
Evaporated apples, 50's	09 c
Flour, best patents, bbl.	6 30
Lemons, box	3 75 4 25
Potatoes, per ton	10 00 15 00
Rolled oats, bail of 80 lbs.	3 10
Onions, lb.	½c
Oranges, box	5 00 5 75
Rice, 50's, sack	1 90
Sugar, standard gran., per cwt.	7 25
Sugar, yellow, per cwt.	6 60
Walnuts, shelled, lb., 40c; almonds	0 42
Jams, glass jars, doz.	2 25
Jams, 4-lb. tins, doz.	7 50

CANNED GOODS.

Apples, gals., 6/case	$1 62
Beans, 2's	2 05
Corn, standard, per 2 dozen case	2 10
Peas, standard, per 2 dozen case	2 05
Plums, Lombard, 2's, case	1 90
Peaches, 2½'s, case	4 50
Strawberries and raspberries, 2's, case	4 80
Tomatoes, standard, per dozen, case	2 20

SALMON.

Sockeye, 1's, 4 doz. case	$9 00
Sockeye, ½'s, 8 doz. case	10 75
Coboes, 1's, 4 doz. case	4 75
Humpbacks, 1's, 4 doz. case	4 00

DRIED FRUITS.

Apricots, per lb., 10c; Apples, lb.	09 c
Prunes, 70-80, 25's, lb.	10 c
Currants, per lb., 8¾c; Raisins, seeded, lb.	10 c
Peaches, per lb.	06 c
White figs, per lb.	05 c

ALBERTA MARKETS (CALGARY)

By Wire.

Calgary, Sept. 23.—Sugar declined 10c last Saturday to $7.55. Live hogs are rather scarce, and there is an increase in price of lard; and bacon is likely to rise, as stocks in packers' hands are small. A shortage in sockeye salmon is likely before the new year. Small white beans are easier at 6¼c. Local potatoes are 35c a bushel, and peaches are down to 75c. Italian plums are 60c. Evaporated apricots, choice, are down to 10c. City business is rather quiet.

General—		
Beans, small white Japan, lb.		0 06¼
Flour, No. 1 patent, 98's	2 90	3 00
Rolled oats, bail		2 55
Rolled oats, 80s		2 15
Rice, Siam, cwt.		4 00
Potatoes, local, per bush.		0 35
Sugar, pure cane, granulated, cwt.		7 55
Shelled walnuts, finest halves, lb.		0 40
Shelled walnuts, broken, lb.		0 30
Produce and Provisions—		
Cheese, new, Ontario, large, per lb.	0 16	0 17
Butter, No. 1, dairy, lb.		0 22
Eggs, new laid, doz.		0 30
Eggs, storage, case		8 25
Lard, pure, 3s, per case		8 55
Lard, pure, 5s, per case		8 50
Bacon, smoked backs, per lb.		0 19
Bacon, smoked bellies, per lb.		0 21
Canned Goods—		
Tomatoes, 3s, standard, case		2 65
Corn, 2s, standard, case		2 25
Peas, 2s, standard, case		2 25
Tomatoes, gals., case		2 00
Apples, gals., Ontario, case		1 75
Strawberries, 2s, Ontario, case		4 90
Raspberries, 2s, Ontario, case		4 50
Lobster, ½s, per doz.		2 65
Salmon, finest sockeye, talls, 48xls, per case		10 00
Salmon, pink, talls, 48xls, per case		4 50
Dried Fruits—		
Evaporated apples, 50s, per lb.		0 09½
Peaches, choice, 25s, per lb.		0 07½
Apricots, choice, 25s, per lb.		0 10
Pears, choice, 25s, per lb.		0 14
Fruits and Vegetables—		
Blackberries		2 00
Blueberries, Ont., basket		2 30
Cantaloupes, crate		5 00
Grapefruit, Cal.		5 00
Oranges, case		5 75
Lemons, case		6 25
Peaches, crate		0 75
Tomatoes, 4-basket crates		0 70

ALBERTA MARKETS

By Wire.

Edmonton, Sept. 23.—Conditions in Edmonton and district continue brisk. There are complaints regarding collections throughout the country. Sugar declined 10c a hundred on September 18. 1915 prunes arrived this week are 1½c to 1¾c below old price. Lard has advanced 1c per lb. Ashcroft beans are .06¼c lb. Flour market is steadying down, and is practically back to same basis as previous to the war. The general opinion is prevailing that that price will last some time. Borden Milk Co. have extended the rebate on St. Charles and Peerless Family, indefinitely giving retailers reduction of 25c a case. Cream of Wheat Company are now stocking their products at Winnipeg, and change has brought about a decline of 75c a case in this market. The 1915 price of package oats shows a decline approximately of 50c. Canned goods prices have advanced to a point where jobbers in Alberta will likely have to quote tomatoes at $2.75 case and corn and peas at $2.25. Eggs, extras, are 30c; No. 1 28c, and No. 2 are 20c. Butter, No. 1, is 22c, and No. 2 is 18c.

General—		
Beans, Ashcroft, lb.		0 06¼
Beans, Japan, per busb.	3 90	4 00
Coffee, whole roasted, Rio	0 15	0 16
Potatoes, per bush.	0 25	0 35
Rolled oats, 20's, 80c; 40's		1 60
Rolled oats, bail, $2.15; 80's		1 75
Flour, fancy patents		2 90
Flour, seconds		2 80
Rice, per cwt.		3 90
Sugar, standard gran., per cwt.	7 55	7 65
Sugar, yellow, per cwt.		7 15
Produce and Provisions—		
Cheese, new, lb.	0 18¾	0 19¼
Butter, creamery, per lb.		0 30
Butter, dairy, No. 1, 22c; No. 2		0 18
Eggs, extras, 30c; No. 1		0 28
Eggs, No. 2		0 20
Lard, pure, 3's, per case		8 40
Lard, pure, 5's, per case		8 35
Lard, 10's, per case		8 25
Lard, pure, 20's, each		2 70
Canned Goods—		
Corn, standard, per two dozen		2 25
Peas, standard, 2 dozen		2 25
Peas, standard, 2 dozen		2 15
Plums, Lombard		2 25
Peaches		3 55
Strawberries, $4.45; raspberries		4 00
Tomatoes, standard, per 2 dozen		2 75
Salmon, sockeye, 4 doz. talls, case, 1s		9 70
Coboes, 1's, $5.85; humpbacks, 1's		4 35
Dried Fruits—		
Evaporated apples, 50's	0 10	0 10½

SASKATCHEWAN MARKETS

(By Wire)

Regina, Sept. 25. 1915.—The estimated wheat yield of Saskatchewan will be about 133,490,027 bushels, according to a report issued by the Department of Agriculture. The cutting of wheat, oats and barley is completed in many districts, but wet weather has interfered with harvesting operations. Over the week-end of Sunday, Sept. 12, snow fell in the Regina district, but the weather has taken a milder turn, and harvesting is now general again.

The sugar market continues to be of interest. On September 14 another decline was noted, this time amounting to ten cents, and it is now quoted at $7.44. Another drop in flour has occurred, bringing the price of 98's down to $3. Rolled oats and other cereals have all declined in sympathy with flour. Rolled oats are quoted at: 80's, $2.75; 40's, $1.40; 20's, $0.72½; bails, $3.15. Lard is lower: 3's at $8.20; 5's at $8.15; 10's at $8.10; 20's at $2.70. Cream of tartar is a little higher. Eggs are scarcer and are quoted at 24c for strictly fresh.

Cheese is from 16¾ to 16⅞c. Butter is 28c for creamery and 23c for dairy.

Produce and Provisions—		
Butter, creamery, per lb.	....	0 28
Butter, dairy, No. 1	....	0 23
Cheese, per lb., large	0 16¾	0 16⅞
Eggs, new laids	....	0 24
Lard, 3's, per case	....	8 20
Lard, 5's, per case	....	8 15
Lard, 10's, per case	....	8 10
Lard, 20's, each	....	2 70
General—		
Beans, Ontario, per bushel	....	3 90
Coffee, whole roasted, Rio	0 17	0 17½
Cream of tartar, lb.	0 50	0 55
Cocoanut, lb.	....	0 19
Cornmeal, bail	....	2 95
Apricots, per lb.	....	0 12
Flour, 98's	....	3 15
Rolled oats, bail of 80 lbs.	....	2 75
Rice, per cwt.	....	3 90
Sugar, standard gran., per cwt.	....	7 44
Sugar, yellow, per cwt.	....	7 04
Walnuts, shelled, 41c; almonds	....	0 41
Canned Goods—		
Apples, gals., case	....	1 58
Beans	....	2 25
Corn, standard, per 2 dozen	....	2 00
Peas, standard, per 2 dozen	....	2 00
Plums, Lombard	....	2 10
Peaches	....	3 10
Strawberries, $4.33; Strawberries	....	4 73
Tomatoes, standard, per case	2 45	2 60
Salmon—		
Sockeye, 1's, 4 doz. case	....	9 85
Sockeye, ½'s	....	12 35
Cohoes, 1's	....	6 00
Humpbacks, 1's	....	4 50
Fruits and Vegetables—		
Apples, Washington, bbl.	....	1 85
Celery	....	0 10
Sweet potatoes, per crate	....	4 50
Lemons	....	5 00
Oranges, Valencias	....	6 75
Potatoes	....	0 80
Tomatoes	....	0 90
Dried Fruits—		
Currants, per lb.	....	0 09⅛
Prunes, 70-80, 25's, lb.	....	0 10¼
Evap. apples, 50's, lb.	....	0 09¼

NEW BRUNSWICK MARKETS

(By Wire)

St. John, Sept. 23.—There has been another drop in flour. Local dealers advise customers to "buy easy," as easier quotations are expected. Sugar is holding considerable attention now. Another drop of 10c following that of last week has taken place. Standard is now $6.40 to $6.45; United, $6.30 to $6.35; Bright, $6.20 to $6.25; Yellow $6 to $6.05. Southern crops are reported to be favorable. Rolled oats are easier at $6.35—drop of 90c. Advices to local dealers from the South say that molasses stocks there are practically exhausted. Local market is firm with tendency to advance. Eggs and butter are easier, vegetables plentiful, weather improved, business generally fair; collections average.

Produce and Provisions—		
Bacon, breakfast, per lb.	0 20	0 23
Bacon, roll, per lb.	....	0 17
Beef, corned, 1's	2 90	3 35
Pork, American clear, per bbl.	24 25	26 00
Butter, dairy, per lb.	0 20	0 22
Butter, creamery, per lb.	0 26	0 27
Eggs	0 23	0 24
Lard, compound, per lb.	0 11¼	0 11½
Lard, pure, per lb.	0 13	0 13½
Cheese, new	0 15	0 15½
Flour and Cereals—		
Cornmeal, gran.	....	6 75
Cornmeal, ordinary	....	1 95
Flour, Manitoba, per bbl.	....	6 60
Flour, Ontario	....	6 95
Rolled oats, per bbl.	....	6 35
Oatmeal, standard, per bbl.	....	8 00
Potatoes, bushel	0 60	0 70
Fresh Fruits and Vegetables—		
Apples, bbl.	3 50	4 00
Lemons, Messina, box	....	4 50
Oranges, Val., case	4 00	5 50
Sugar—		
Standard granulated	6 40	6 45
United Empire	6 30	6 35
Bright yellow	6 20	6 25
No. 1 yellow	6 00	6 05
Paris lumps	....	7 60
Lemons, Messina, box	....	....
Beans, hand-picked, bush.	3 70	3 75
Beans, yellow eyes, per bush.	3 80	3 85
Canned pork and beans, per case	2 60	2 90
Molasses, Barbadoes, gal.	0 52	0 53
Cream of tartar, per lb., bulk	0 52	0 55
Currants	0 09¼	0 09½
Rice, per cwt.	4 25	4 50

Reinforements for the Princess Patricia's C.L.I.

THE Universities of Canada have now for some time been working loyally together to reinforce that gallant reigment, the Princess Patricia's Canadian Light Infantry. Three companies have already gone oversea, numbeing nearly 900 men, and a fourth company is now under formation at Montreal.

The University Companies are now known throughout the length and breadth of Canada, so that there is a continuous flow of men of the right type to Montreal. Not only do such men find entry to a famous regiment, but they are rapidly equipped and trained and sent without delay oversea to England, where they are comfortably billeted in huts at an excellent camp near the sea on the south coast of England. Moreover, the men secure the great advantage of good comradeship with congenial spirits of similar tastes and antecedents.

The first company under a notable officer, Captain Gregor Barclay, has been declared by regular officers of experience to be second to none compared with any company of any army in the world.

The second company was raised overstrength in seven weeks by Captain G. McDonald and Captain Percy Molson. Both companies are now in France.

The third company sailed eighty overstrength because the newspaper publishers pointed out through their columns that the company was being formed. This resulted in such a rush of recruits that it was necessary to apply to the Militia Council of Ottawa for a special authority to increase the strength from 250 to 330 men. Each man before embarkation writes to a friend, who is a likely recruit, and tells him of the advantages of the Universities Company, so that even before the men have disembarked a fresh company is assembling on the McGill Campus at Montreal.

Recruits are examined locally by an army medical officer, and are attested by a magistrate in the nearest city, after which an application is made for transportation, which is speedily furnished from Montreal.

This system is effective and rapid, and free from red tape. There are in nearly every city representatives of the various universities, who are always ready to help forward the good work, and to give information to men anxious to enlist.

The regulations respecting enlistment, pay and separation allowances are precisely the same as those for other Canadian troops.

At Montreal the university lends buildings for barracks, and the campus for drill ground. Affiliation with the McGill Officers' Training Corps is a great benefit, and interesting tactical work is carried out on the slopes of Mount Royal.

There is competent instruction in tactics, musketry, bayonet fighting and trench making. The C. P. R. is kind enough to lend their gallery for shooting practice. A machine gun is available, and signalling, now of immence importance, is also taught.

All information can be obtained from Capt. A. S. Eve, 382 Sherbrooke Street West, Montreal, the headquarters of the successive companies.

The newspapers have proved themselves to be the most efficient means of raising recruits, and every reader who cannot himself go to the front can help in the present struggle by calling the attention of his friends to this opportunity.

TIGHTENING UP ON CREDITS

(Continued from page 27.)

books. If he did not handle his collections intelligently and aggressively, it would not be long before he would be dragged down. His system is as follows:

The first two months' bills are sent out. If no response is elicited, the store collector—a member of the staff puts the bulk of his time to this important phase of the business—is placed on the case. But the procedure here shows originality. The collector does not go to the debtor at once and demand payment. Experience has taught that an account becomes harder to collect after each refusal. He first makes discreet enquiries about his man, finds out his habits, his hobbies, his principles, his associates. From the information thus gleaned, collector and the merchant consider the case and plan how the approach is to be made. If the debtor is a testy individual, a letter is written, couched in the terms calculated to reach him.

The methods adopted by the merchant vary just as widely as do the natures of the various men approached. Some they get into a settling frame of mind by peremptory notice of suit. Others are handled gingerly and diplomatically.

It is not often that they lose accounts. Sometimes it takes months to bring the recalcitrant ones to time, but it is mostly in cases of absolute penury that failure results.

Cranberries Arrive: Grapes Selling Well

Montreal Reports Big Demand for Grapes—Cranberries Make Their Appearance: Only Fair Crop Prospects—Most Fruits and Vegetables Show Downward Trend—Potatoes Firming Up in the East

MONTREAL

FRUIT.—There are no new fruits on the market beyond those mentioned in last week's report. Biggest sellers are grapes and plums. Blue grapes are bringing 30c for 6 qt. baskets, and Tokay grapes, 4 baskets to crate, 2.75 per crate. A feature of this week's market is an advance in the price of pears, which are getting slightly scarce, and are bringing 3.50 to 3.75 per box. Plums are down to 25c for large baskets of preserving variety. Table plums remain at the same price. Oranges are still high—too high for big sales. Peaches are cheaper —30-40c for 11 qt. baskets; boxes 1.25-1.40. Montreal musk melons are here only for another week, and are bringing 7.00-8.00 for No. 1's. The supply of apples is fair, but it is expected that prices will be high right through the winter. All prices being quoted to-day are higher than they were a year ago. It is said that winter apples will range around 3.00 wholesale. Last year No. 1's could be bought by the car load at 2.60-2.75. There are no Fameuse on the market yet; Wealthys are bringing 4.00. Pineapples are quiet. Cantaloupes are now in baskets at 75c, containing about a dozen each.

Apples—		
Alexanders, No. 1's,	3 00	3 50
Peach, No. 1's	....	0 50
St. Lawrence, No. 1's	....	4 00
Wealthy, No. 1's	....	4 00
Duchess, No. 1's	....	3 50
Bananas, bunches	2 00	2 25
Grapefruit, 46-54-64-80-96	3 50	4 00
Grapes, Belgium hothouse, lb.	....	1 00
Grapes, blue, 6 qt. baskets,	....	0 30
Grapes, Tokay, crate, 4 baskets	....	2 75
Lemons—		
Verdillis	2 75	3 00
Limes, box	....	1 25
Musk melons, doz.	7 00	8 00
Oranges—		
Valencias, Cal., late 126-250	....	6 00
Jamaica, 196-200-216	....	4 00
Pineapples, 18-24 and 30-36	....	3 00
Peaches, preserving basket, 11-qt.	0 30	0 40
Peaches, box	1 25	1 40
Pears, new, box	2 75	3 00
Pears, new, box	3 00	3 75
Plums, preserving, basket, 11-qt.	....	0 25
Plums, table, box 4 baskets	....	1 75
Cantaloupes, baskets	....	0 75
Apricots, box	....	2 00
Watermelons, each	0 40	0 50

VEGETABLES.—There is a good demand for all lines of vegetables. An advance took place this week in the price of Montreal potatoes, following a report that the supply of New Brunswick potatoes will be short on account of disease. Montreals are quoted at 75c bag. Can get all the first class cabbage required at 35c dozen. Best cauliflowers are bringing 1.50 dozen for the best. Corn can be bought as low as 5c dozen, but good stuff is costing between 10 and 15c. Cucumbers are now so cheap, they are being put up in bags at 60-70c. Leeks are down to 10c bunch, or a dollar per doz. There are plenty on the market. Red onions in Montreal are up to 1.50 bag containing 75 lbs. to bag. Red tomatoes brought 40c per box this week, and rose 75c. Watercress is down to 30c per dozen.

Beets, bag	....	0 75
Beans, wax, Montreal, per bag	0 60	0 75
Beans, green, Montreal, per bag	0 60	0 75
Cabbage, Montreal, per doz.	0 35	0 50
Cabbage, red, doz.	....	0 40
Carrots, bag	....	0 75
Cauliflower, Canadian, doz.	....	1 50
Celery, Montreal, doz.	....	0 50
Corn, doz.	0 05	0 15
Cucumbers, fancy, doz.	....	0 10
Egg plant, doz.	....	0 50
Leeks, bunch	....	0 10
Head lettuce, doz.	....	0 50
Curly lettuce, 3 doz.	....	0 50
Onions—		
Montreal, bag	....	1 50
Parsnips, bag	....	1 00
Parsley, Canadian, doz. bunches	....	0 15
Peppers, 11-qt. basket	0 40	0 50
Potatoes—		
Montreal, new, bag	....	0 75
Sweet, hamper	....	2 00
Radishes, doz.	....	0 15
Rhubarb, hothouse, doz.	0 15	0 20
Spinach, Canadian, box	0 75	0 90
Turnips, bag	....	1 00
Tomatoes, Montreal, box	....	0 50
Pumpkins, doz.	....	1 00
Squash, doz.	....	1 00
Vegetable marrows, doz.	....	0 50
Watercress, Canadian, doz.	....	0 30

TORONTO

FRUIT.—The first cranberries of the season arrived on the market Tuesday, and sold at $8.50 to $9.50 a barrel. It looks as if they won't be the glut on the market this year that they were last because American crop prospects are only one-half of what they were a year ago. Plums are a trifle firmer as supplies get down and we quote 25 to 30c. Cantaloupes are lower for the same reason. Demand is falling off some now. Pears on the other hand, are firmer and there is a stiff call for them. Jamaica oranges can now be had for $3.25 a case; this seems to have influenced the demand for Valencias a little and they are lower by 25c. There are a few blueberries still coming and quality is better than it has been. We quote $1.25 11 qt. basket. Peaches are doing a roaring trade these days at lower levels. They have had a good season. Demand all round is brisk.

Apples, new, bbl.	2 50	3 25
Apples, 11-qt. basket	0 15	0 30
Apples, crab	0 20	0 25
Apricots, 11-qt. basket	0 35	0 45
Bananas, per bunch	1 25	2 00
Blueberries, 11-qt. basket	1 00	1 35
Cocoanuts, sack	4 00	4 25
Currants, red, box	0 02	0 06
Currants, black, 11-qt. basket	1 00	1 40
Cantaloupes, Can., 11-qt. basket	0 30	0 40
Cranberries, bbl.	8 50	9 50
Grapes, Cal., case	2 10	2 50
Grapes, Tokay, case	2 00	2 50
Can., 6-qt. basket	0 20	0 30
Oranges—		
California Valencias	4 75	5 50
Jamaica, case	3 25	3 40
Lemons, new, Verdilli, box	3 50	4 00
Late Valencias, case	4 75	5 50
Limes, per 100	....	1 50
Peaches, Can., 11-qt.	0 25	0 50
Peaches, Can., 6-qt.	0 15	0 25
Peaches, Georgia, 6 basket	2 00	2 25
Pears—		
California, Bartlett, box	2 75	3 00
Canadian, 11-qt. basket	0 25	0 50
Plums, Canadian, large basket	0 20	0 30
Plums, 11-qt. basket	0 40	0 45

VEGETABLES.—Beets are down somewhat lower, and are getting good business. So are carrots. There is no cauliflower around worth having. Cucumbers find a brisk demand at same levels that obtained last week. Onions are lower, particularly Canadian stuff. Sweet potatoes are now down to $1.75. Some can be bought for $1.50, but demand is not heavy. Vegetable marrow has a lower tendency on a weak call. Peppers are considerably lower, not finding much demand. Corn can be gotten for 5c; good quality stuff at that. The rest of the list shows no change but business has shown a decided spurt with the cooler weather.

Beets, hamper, 11-qt. baskets	0 15	0 25
Beets, new, Canadian, bag	0 70	0 75
Beans, wax, basket	0 40	0 45
Cabbage, new, doz.	0 20	0 40
Carrots, new, bag	0 15	0 25
Celery, doz.	0 25	0 40
Corn, doz.	0 08	0 12
Cucumbers—		
Canadian outdoor, basket	0 25	0 35
Egg plant	0 25	0 40
Onions—		
Can., baskets	0 25	0 35
American	0 85	0 95
Spanish, case	3 00	3 25
Green peppers, basket	0 25	0 35
Peppers, red	0 35	0 50
Green peas, Can.	0 25	0 35
Potatoes, Ontario, new, bag	0 75	0 80
Potatoes, Jersey sweets	1 50	1 75
Potatoes, N.B., Delawares	0 80	0 85
Parsnips, 11 qt.	0 25	0 30

(Continued from page 36.)

Good Business in Lake Fish

Some Prices Higher in Montreal—Toronto Reports a Little Interest in Smoked Lines — Unseasonable Weather Bad for Oysters, But Cooler Atmospherical Conditions Will Help

MONTREAL

FISH AND OYSTERS.—In spite of the hot weather lately, the demand for fresh fish has been up to expectations, and all available stocks have been readily distributed. Lake fish, particularly dore and pike, have been in better demand than before, and as the production has not been equal to average, prices have advanced some. There was also more river fish this week, such as perch, dressed bullheads, carp, pike, etc. The yield of halibut is keeping up in spite of predictions that from Sept. 1 supplies would be short. Still, prices have a tendency to ascend. Salmon from both East and West are plentiful, and prices are a little lower. The warm weather last week put a damper on the sale of salt and pickled fish; same could be applied to sale of shelled oysters. Lobsters are keeping at luxury prices, and few are marketed. In lines of smoked and preserved fish, the demand has not started in earnest yet; a few small lots are moving, but the bulk of the trade will not begin until proper climatic conditions arrive.

TORONTO

FISH AND OYSTERS.—One more week the sun has blazed away, and put the "Kybosh" on the oyster trade. Fish men who got stocks in did not sell them readily because the weather was too hot to be seasonable. This week—at time of writing—however, is cool enough and if fall has really come oysters should be a good seller. A special feature of the market this week is some Lake Ontario trout. This is coming freely and sells for about 12c. It is partially taking the place of white-fish, which is still scarce. Apparently this is a close season in some districts. Anyway, the catch is off, and 13 to 14c is a firm quotation. Other lake stuff still gets some business. Smoked lines are showing a little interest now. Haddie at 10c and kippers at $1 25 a box are getting fair demand, though of course the unseasonable weather has mitigated against the sale of smoked lines too. Lobster is scarce and mighty high: there is a big demand right along. General business keeps up. It is mixed in character, most fish men selling a little of everything.

SMOKED FISH.	Montreal	Toronto
Haddies, per lb., new cured	.07½-.08	.09½-.10
Haddies, 15-lb. and 30-lb. boxes, lb.	.07-.07½	.09½-.10
Haddies, fillets, per lb.	.12	.10½
Haddies, Niobe, boneless, per lb.	.08½	....
Herring, Ciscoes, per lb.	.16	....
St. John bloaters, 100 in box	1.20	1.10
Yarmouth bloaters, 60 in box	1.20	....
Smoked herrings, medium, box	.16	....
Smoked boneless herrings, 10-lb. box	1.40	....
Kippered herrings, selected, 60 in box	1.25	1.25
Smoked salmon, per lb.	.20	.15-.17
Smoked balibut	....	.10

FROZEN FISH—SEA FISH.	Montreal	Toronto
Salmon—		
Gaspe, large, per lb.	.13	....
Red, steel heads, per lb.	.12	.11-.12
Red, sockeyes, per lb.	.12	....
Red, Cohoes or silvers, per lb.	.08½-.09	.11
Pale qualla, dressed, per lb.	.07-.07½	.08
Halibut, white western, large and medium, per lb.	.09½-.10	.09-.10
Halibut, eastern, chicken, per lb.	.09-.09½	.12
Mackerel, bloater, per lb.	.07½-.08	.08
Haddock, medium and large, lb.	.04½-.05	.05
Market codfish, per lb.	.03½	....
Steak codfish, per lb.	.05½-.06	.08
Canadian soles, per lb.	.06	....
Blue fish, per lb.	.15-.16	....
Smelts	.09	....
Herrings, per 100 count	2.00	....
Round pike	.05-.05½	....
Grass pike	.06	....

DRIED AND PREPARED FISH.		
Dried codfish, medium and small, 100 lbs.	6 50	7 60
Dried hake, medium and large, 100 lb.	5 50	....
Dried pollock, medium and large, 100 lb.	5 00	....
Dressed or skinless codfish, 100-lb. case	7 00	8 00
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 08	0 08
Boneless codfish, 2-lb. blocks, 20-lb. bxs., per lb.	0 07	0 07
Boneless codfish, strips, 20-lb. boxes	0 12	0 10
Shredded codfish, 12-lb. boxes, 24 cartons, a box	1 80	1 80
Boneless codfish, in 2-lb. and 3-lb. boxes	0 15	0 15

BULK OYSTERS, CLAMS, ETC.		
Standard, solid meats, gal.	1 80	....
Standard, bulk, gal.	1 50	1 40
Selects, per gal., solid meat	2 00	....
Best clams, imp. gallon	1 50	....
Best scollops, imp. gallon	2 00	2 25
Best prawns, imp. gallon	2 25	....
Best shrimps, imp. gallon	2 25	....
Sealed, best standards, qt. cams, each	0 40	0 40
Sealed, best select, quart cans, each	0 50	....

CLAMS, MUSSELS AND SHELL FISH, CRUSTACEANS, ETC.		
Cape Cod shell oysters, per lb.	12 00	....
Canadian cultivated oysters, bbl.	10 00	10 00
Clams, per bbl.	7 00	8 00
Live lobsters, medium and large, lb.	0 32	0 50
Little necks, per 100	1 25	1 50
Soft shell crabs	....	2 25

FRESH SEA FISH.	Montreal	Toronto
Halibut	11½—12½	12 —13
Haddock, fancy, express, lb.	5½— 6	6
Mackerel, each	18 —20	18
Steak, cod, fancy express, lb.	5½— 6	8
Herrings, Gaspereaux	3	..
Flounders	5	12
Salmon, Western	14½—15	17 —18
Salmon, Eastern	15 —16	17 —18

FRESH LAKE FISH.		
Carp, lb.	0 09	....
Pike, lb.	0 08	0 07
Brook trout	0 22	0 28
Perch, lb.	0 06	0 07
Suckers, lb.	0 05	0 05
Whitefish, lb.	0 13	13—14
Herrings, per 100	3 00	....
Lake trout	0 10	12—13
Dressed bullheads	0 11	....
Eels, lb.	0 09	0 08
Frogs, medium, lb.	0 25	0 20
Frogs, large, lb.	0 40	0 45
Dore	11—12	....

FROZEN—LAKE AND RIVER.		
Whitefish, large, per lb.	.08½-.09	.07-.08
Whitefish, small tulibees, lb.	.05½-.06	.04-.05½
Lake trout, large and medium, lb.	.09	.10
Dore, dress or round, lb.	.08	.09-.13
Pike, dressed and headless, lb.	.06-.06½	.07
Pike, round, per lb.	.05½-.06	.06-.07

PICKLED FISH.		
Salmon, Labrador, tierces, 300 lb.	19 00	....
Salmon, Labrador, bbls., 200 lbs.	13 00	....
Salmon, Labiador, half bbls., 100 lbs.	7 00	....
Salmon, B.C., bbls.	12 00	14 00
Sea trout, Baffin's Bay, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, bbls., 200 lbs.	12 00	....
Sea trout, Labrador, half bbls., 200 lbs.	6 50	6 50
Mackerel, N.S., bbls., 200 lbs.	12 00	....
Mackerel, N.S., half bbls., 100 lbs.	7 00	....
Mackerel, N.S., pails, 20 lbs.	1 76	2 00
Herrings, Labrador, bbls.	6 00	6 25
Herrings, Labrador, half bbls.	3 25	3 25
Lake trout, 100-lb. kegs	6 00	6 00
Quebec sardines, bbls.	6 00	....
Quebec sardines, half bbls.	3 50	....
Tongues and sounds, per lb.	0 07½	....
Scotch herrings, imported, half bbls.	8 00	....
Holland herrings, imp'td milkers, hf bbls	8 00	....
Holland herrings, imp'ted milkers, kegs	0 95	0 85—1 00
Holland herrings, mixed, half bbls.	7 00	....
Holland herrings, mixed, kegs	0 85	0 70—0 95
Lochfyne herrings, box	1 35	....
Turbot, bbl.	14 00	....
Green cod, No. 1, bbl.	9 00	10 00
Green cod, No. 2, bbl.	7 00	8 50

WINNIPEG

FISH AND POULTRY.—There is nothing new to report. Moderate demand on a well-supplied market. Oysters are beginning to move.

Fish—		
Fresh salmon	....	0 13
Fresh halibut	....	0 09
Pickerel	....	0 07½
Steak cod, per pound	....	0 07½
Lake Winnipeg whitefish	....	0 09
Finnan baddie	....	0 08½
Kippers, per box	....	1 75
Lake trout, per lb.	....	0 11
Bloaters, per box	....	1 50
Salt mackerel, 20-lb. kit	....	2 75
Smoked goldeyes, dozen	....	0 60
Oysters, gallon	....	3 00
Poultry—		
Live—		
Fowl	....	0 11
Roosters	....	0 09
Chickens	....	0 16
Turkeys	0 12	0 14
Ducks	....	0 10
Ducklings	....	0 12
Geese	....	0 10

If you cannot be patient and polite with customers all day, your place is not in a store, but in some mechanical job.

Make your sales people so much a part of your concern that they will want to help it make good. Treat them like partners.

Any window display worth setting up is worth setting up the best you can. Don't be careless and permit messy window trims to drive away trade.

Cheese, Butter and Eggs Higher

Butter Shows a Decided Upward Trend—Supplies Are Inadequate—Eggs of Good Quality—British Government Buying Cheese?

MONTREAL

PROVISIONS.—Deliveries of hogs have been fairly light; consequently the market is firm in all lines of cured meats. Bacon continues rather scarce. Surplus of lard has been fairly well cleaned up, and the market is consequently firm and high. Compound lard advanced ¼c this week, and for which the reason cannot be readily seen.

Hams—		
Small, per lb.	....	0 20
Medium, per lb.	....	0 19
Large, per lb.	....	0 18
Backs—		
Plain, bone in	....	0 24
Boneless	....	0 26
Peameal	....	0 26
Bacon—		
Breakfast, per lb.	....	0 22
Roll	....	0 17
Shoulders, bone in	....	0 15
Shoulders, boneless	....	0 16
Cooked Meats—		
Hams, boiled, per lb.	....	0 28
Hams, roast, per lb.	....	0 31
Shoulders, boiled	....	0 25
Shoulders, roasted	....	0 26
Dry Salt Meats—		
Long clear bacon, 50-70 lbs.	....	0 15½
Long clear bacon, 80-100 lbs.	....	0 14½
Flanks, bone in, not smoked	....	0 15½
Barrelled Pork—	Per	bbl.
Heavy short cut mess	....	26 00
Heavy short cut clear	....	26 00
Clear fat backs	....	27 00
Clear pork	....	27 00
Lard, Pure—		
Tierces, 350 lbs. net	....	0 12
Tubs, 50 lbs. net	....	0 12¾
Boxes, 50 lbs. net	....	0 12¼
Pails, wood, 20 lbs. gross	....	0 12½
Pails, tin, 20 lbs. gross	....	0 12½
Cases, 10 lbs., tins, 60 in case	....	0 12¾
Cases, 3 and 5-lb. tins, 60 in case	....	0 14
Bricks, 1 lb., each	....	0 14½
Lard, Compound—		
Tierces, 375 lbs., net	....	0 09¾
Tubs, 50 lbs., net	....	0 10¼
Boxes, 50 lbs., net	....	0 10
Pails, wood, 20 lbs., net	....	0 10½
Pails, tin, 20 lbs., gross	....	0 10½
Cases, 10-lb. tins, 60 in case	....	0 11½
Cases, 3 and 5-lb. tins, 60 in case	....	0 11¼
Bricks, 1 lb., each	....	0 12¾
Hogs—		
Dressed, abattoir killed	13 50	14 00

BUTTER.—The market is higher, and considerable quantities of Eastern Townships butter has been exported, which caused a little flurry in the market. Indications are that Great Britain will require more Canadian butter, but this cannot be shipped until the weather is cool enough for ordinary storage. The price of finest creamery advanced this week to 31c.

Butter—		
Finest creamery	....	0 31
Dairy prints	....	0 26
Dairy, solids	....	0 24
Separator prints	....	0 23
Bakers	....	0 21

CHEESE.—Because of the high prices ruling at boards in the country a week ago, the feeling was stronger last week until the last half, when the feeling became easier. There is a steady demand over the cable as well as a good local demand. Dealers have advanced prices in Montreal on new make to 15-16c.

Cheese—		
Old make	....	0 18
New make	0 15	0 16
Stilton	0 17	0 18

EGGS. — Receipts are falling off. There is a good demand for fresh gathered new stock, both for local consumption and for export trade. Inquiries from Great Britain are fairly active, and dealers are confident that the export of eggs this fall to Great Britain will relieve our market of any surplus storage eggs there may be. Quotations remain unchanged.

Eggs, case lots—		
Stamped	....	0 28
Selects	....	0 28
No. 1's	....	0 24
No. 2's	0 19	0 20

POULTRY.—There is a good demand for all lines of live poultry. Receipts of broilers and fowls are large, but they are meeting with fairly quick sale. Prices on the whole remain much the same as they were last week.

Poultry—		
Frozen stock—		
Large roast chicken	0 20	0 22
Fowl, small	0 13	0 16
Turkeys, fancy	....	0 25
Ducks	0 14	0 17
Geese	0 12	0 15
Pigeons, pair	0 30	0 35
Fresh stock—		
Fowl, dressed	0 18	0 19
Roasting chicken, 3-3½ lbs., each	....	0 23
Spring broilers, dressed, pair	0 75	1 00
Squabs, Canadian, pair	....	0 40
Squabs, Philadelphia, pair	....	0 70
Live stock—		
Fowl, 5 lbs. and over	0 17	0 18
Fowl, small	0 15	0 16
Turkeys	0 19	0 20
Ducks, old	....	0 14
Geese	0 09	0 10
Ducklings, 3 lbs.	0 14	0 15
Broilers	0 15	0 16

HONEY.—The following are prices being quoted here on new honey:

Honey—		
Buckwheat, tins	....	0 08
Strained clover, 60-lb. tins	....	0 10½
Strained clover, in 10-lb. tins	....	0 11
Strained clover, in 5-lb. tins	....	0 11½
Comb honey, No. 1, doz.	....	2 40
Comb honey, No. 2, doz.	....	2 00

Receipts in Montreal

	Boxes	Boxes	Cases
Week ending Sept. 18, 1915	13,336	66,185	11,297
Week ending Sept. 19, 1914	12,588	41,615	5,853

TORONTO

PROVISIONS.—There is a firm tone to all bacons and pork products this week. Heavy buying, partly because of cold weather, and light deliveries of hogs appear to be the reason. Pure lard is distinctly strong on a heavy current demand, but there are no price changes.

Hams—		
Light, per lb.	0 18½	0 19½
Medium, per lb.	0 18½	0 19
Large, per lb.	0 14½	0 15
Backs—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 26	0 27
Bacon—		
Breakfast, per lb.	0 20	0 23
Roll, per lb.	0 14	0 15½
Shoulders, per lb.	0 14	0 15
Pickled meats—1c less than smoked.		
Dry Salt Meats—		
Long clear bacon, light	0 13½	0 13¾
Cooked Meats—		
Hams, boiled, per lb.	0 25	0 26
Hams, roast, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 24	0 25
Shoulders, roast, per lb.	0 24	0 25
Barrelled Pork—		
Heavy mess pork, per bbl.	25 00	26 00
Short cut, per bbl.	26 00	27 00
Lard, Pure—		
Tierces, 400 lbs., per lb.	0 11¼	0 11⅝
Tubs, 60 lbs.	0 11¾	0 13¾
Pails	0 12	0 12¾
Tins, 3 and 5 lbs., per lb.	0 12	0 12¾
Bricks, 1 lb., per lb.	0 12¾	0 13¼
Lard, Compound—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 50 lbs., per lb.	0 10¾	0 11
Pails, 20 lbs., per lb.	0 11	0 11¼
Hogs—		
Dressed, per cwt.	....	11 75
Live, per cwt. off cars	....	8 65

BUTTER.—Creamery prints are up a cent this week. Demand is brisk and there is not now enough coming forward. This may be the beginning of a general upward movement. The make is getting down now anyway, and export still goes on in as big quantities as may be. Domestic business is good. Dairy seems to be getting the preference still.

Butter—		
Creamery prints, fresh made	0 30	0 31
Separator prints	0 28	0 29
Dairy prints, choice, lb.	0 25	0 28
Dairy solids, lb.	0 21	0 23
Bakers'	0 22	0 23

CHEESE.—The slight easiness which we reported last week was short lived, and prices have advanced about three-quarters of a cent. It is reported that the British Government has been buiying heavily. At the cheese boards cheese on Monday was worth around 15c, and we quote 15½ to 15¾ for new large. It has been suggested that we shall see prices up where they were last spring, but others argue that there will not be the same scarcity.

Cheese—		
New, large, per lb.	0 15½	0 15¾
New, twins, per lb.	0 15¾	0 16

EGGS.—The situation here is that few are coming forward. Dealers cannot get nothing like the number they want. De-

mand is brisk again at home, and if there were any surplus we could certainly build up a nice export trade again. We quote 27 to 31 cents for special new laids in cartons, and 27 to 28 cents for straight new laids. There is one feature, too: the new-laids are of first class quality, and that helps to keep the price up.

Eggs—		
Specials (in cartons), doz.	0 27	0 31
No. 1s (straight new laids)	0 27	0 28
No. 2	0 17	0 18
Cracked	0 15	0 16

POULTRY.—Demand for this is somewhat slow just now. Some turkeys and ducklings are fairly well in demand, but most lines are slow. There was good trade last week, which was a Jewish holiday. There are no price changes to report.

Poultry—	Live.	Dressed.
Old fowl, pound	0 12—0 00	0 15—0 18
Spring broilers	0 16—0 17	0 00—0 00
Old turkeys	0 13—0 15	0 00—0 00
Ducklings	0 11—0 12	0 17—0 18
Turkeys	0 00—0 00	0 21—0 22

HONEY.—Prices and situation alike are unaltered.

Buckwheat, tins	....	0 07
Strained clover, 60-lb. tins	....	0 10½
Strained clover, in 10-lb. tins	....	0 11
Strained clover, in 5-lb. tins	....	0 11½
Comb honey, No. 1, doz.	....	2 40
Comb honey, No. 2, doz.	....	2 00

WINNIPEG

PRODUCE AND PROVISIONS. — Lard prices have advanced following an advance in live hogs due to light receipts. The advance is not likely to be other than temporary. Cheese is firm and butter and eggs are due to advance. Guaranteed new-laid eggs are already bringing fancy prices. Cured meats are steady.

Hams—		
Light, per lb.	....	0 18
Medium, per lb.	....	0 17
Large, per lb.	0 14	0 15
Backs, clear, per lb.	....	0 21
Bacon—		
Breakfast, per lb.	0 17	0 20
Shoulders, per lb.	0 12	0 13
Dry Salt Meats—		
Long clear bacon, light	....	0 12
Cooked Meats—		
Hams, boiled, per lb.	0 26	0 27
Shoulders, boiled, per lb.	0 22	0 23
Barrelled Pork—		
Heavy pork, per bbl.	....	23 00
Lard—		
Tierces	....	0 12½
Pails	....	2 62
Cases, 5s	....	8 02
Cases, 3s	....	8 10

BUTTER.—

Creamery	0 26	0 27
Best dairy	0 16	0 23
Cooking	0 12	0 15

EGGS.—

Eggs—		
New laid	0 18	0 19

CHEESE.—

Cheese—		
New, large	....	0 16
New, twins	....	0 16½
Manitoba	....	0 13¼

FRUIT AND VEGETABLES

(Continued on page 39.)

Parsley, basket, 11-qt.	0 25	0 35
Tomatoes, Canadian, 11-qt.	0 20	0 25
Tomatoes, Canadian	0 15	0 20
Turnips, 11-qt. basket	0 70	0 75
Vegetable marrow	0 20	0 30

WINNIPEG

FRUITS AND VEGETABLES.—Potatoes have advanced 5 cents per bushel and from the way the potato crop is turning out potatoes will probably be scarce and dear before next spring. Other lines of vegetables are cheaper. The market is well supplied with peaches and plums at reasonable figures and wholesale fruit men are well satisfied with the business being done.

Fresh Fruits—		
Valencia oranges, case	5 75	6 50
California lemons	5 00	5 50
Washington apples	3 00	3 25
Cocoanuts, dozen	....	1 00
Peaches, case	....	0 95
Plums, case	0 90	1 50
Bartlett pears	....	2 25
Tomatoes, 4 in case	....	0 50
Bananas, bunches	2 50	3 50

VEGETABLES.—

Vegetables—		
Beets, per lb.	....	0 00¾
Mint, per dozen	....	0 20
Radishes, per dozen	....	0 10
Onions, per dozen	....	0 10
Cabbage, per lb.	....	0 00¾
Parsley, dozen	....	0 15
Peppers, per basket	....	1 00
Musbrooms	....	0 50
Carrots, per pound	....	0 01
Head lettuce, dozen	....	0 40
Cucumbers, per dozen	....	0 99
Rhubarb, per lb.	....	0 01½
Cauliflower, per dozen	....	0 50
Garlic, lb.	....	0 40
New potatoes, bushel	....	0 45
New peas, lb.	....	0 03
New turnips, bushel	....	0 45

SERVICE DEPARTMENT

Editor Canadian Grocer,—Kindly advise me address of the Canadian Credit Men's Association and also that of the Retail Merchants' Association of Canada. F. Y. U——.

Timmins, Ont.

Editorial Note.—The head office of the Canadian Credit Men's Association is in Winnipeg, and the address is the Ashdown Block. The manager is Henry Detchon. They have also an office in Toronto on Front Street W. Thomas Learie is the manager there.

The head office of the Retail Merchants' Association of Canada is at the corner of Yonge and College streets, Toronto. The Dominion Secretary is E. M. Trowern, and the Provincial secretary, W. C. Miller.

A. B. C. EGG STANDARD

Vancouver, B.C., Sept. 25.—At a meeting recently of the commission men in this city, who are engaged in the egg business, it was decided to adopt a standard for the grading of eggs received in this city. The standard will likely be the same as that adopted by the third annual convention of the Canadian Produce Asociation, which met in Guelph, Ont., last January. In addition, it is the hope of the commission men here to obtain the services of a government man as inspector.

W. H. Ault, of the live stock branch of the Department of Agriculture, Ottawa, was present at the meeting and expressed himself as being in sympathy with the projected movement. Practically all the wholesale dealers in Vancouver are behind the movement, seventeen firms being represented at the meeting.

The following is the proposed standard:

Specials—Eggs of uniform size, weighing over 24 ounces to the dozen or over 45 pounds net to the 30 dozen case, absolutely clean, strong and sound in shell; air cell small, not over 3-10 of an inch in depth; white of egg to be firm and clear and yolk dimly visible; free from blood clots.

Extras—Eggs of good size, weighing at least 24 ounces to the dozen, or 45 pounds net to the 30-dozen case; clean, sound in shell; air cell less than ⅜ in. in depth; white of egg to be firm and yolk slightly visible.

No. 1's—Eggs weighing at least 23 ounces to the dozen or 43 pounds net to the 30-dozen case; clean, sound in shell; air cell less than ½ inch in depth; white of egg to be reasonably firm; yolk may be quite visible, but mobile, not stuck to the shell, or seriously out of place; air cell not necessarily stationary.

No. 2's—Eggs clean; sound in shell; may contain weak, watery eggs and eggs with heavy yolks, and all other eggs sound in shell and fit for food.

SPOT CASH STORES

Cleveland Plain-Dealer.

A Kansas grocer has started an interesting experiment, the results of which should have some value as an economic object lesson. He has opened a second store in which he proposes to sell all goods strictly for cash at ten per cent. below the prices charged in the older establishment. From the second store he will deliver no goods; the store has no telephone and will contribute to no charity.

If consumers want food at cost and are willing to take a basket in hand and go after the food, here will be their opportunity. Mere theorizing will give way to an actual test of the results of direct cash dealing between middleman and consumer. The cost of delivery, of delinquent collections and the taking of 'phone orders will be written down in readable form.

It is plain to be seen which of the Kansan's stores will be patronized by those who believe that some kind of personal degradation attaches to the carrying of groceries home in a basket.

Just because the boss is away is no excuse for doing any less work, or doing your work any more inefficiently than when he is around.

Decline in Rolled Oats

In Montreal, But Not in Toronto—Rye Flour Cheaper — General Easiness in Ontario Winter Wheat Situation—Flour in a Waiting Market.

MONTREAL

FLOUR.—There is a feeling here that it is not unlikely that a further decline will take place before long in the market for spring wheat flour. Although new winter wheat flour is not arriving in large quantities, the market is weaker, and lower prices are being paid; choice patents are selling for 5.45, and straight rollers at 4.80 to 5.00 per barrel in wood, and in jute at 2.10 to 2.25 per bag. Perhaps the temporary upward move of the wheat market last week had the tendency to induce farmers in Ontario to hold off wheat, and thus checked free offerings for millers; which is a very unusual thing for this time of year. People who buy Ontario wheat flour will do well to exercise care in their buying, as there is some poor quality stuff coming from the choicest districts. Wholesalers are turning down supplies right and left on account of smut and poor quality. It is expected that with the arrival of colder weather, the difficulty of soft flour will be largely overcome, and the millers will not find the wheat so tough to grind. A Montreal dealer who tested a sample of new wheat from Saskatchewan, declares it to be excellent, and probably the best on record.

Manitoba Wheat Flour—	Per bbl. of 2 bags
First patents	5 85
Second patents	5 35
Strong bakers	5 15

Flour in cotton sacks, 10 cents per barrel more.

Winter Wheat Flour—	Car lots.	Small lots.
Fancy patents	5 45	5 70
90 per cent., in wood	4 80	5 00
90 per cent., in bags	2 10	2 25

CEREALS.—Rolled oats are dull, despite the arrival of cooler weather. Dealers say they never saw anything like the condition of this market before. Prices have dropped about 40c per bbl. within the past week or two, which is not surprising in view of the state of the oat market. There was a further decline in rolled oats this week, which brings the price now to 2.55 per bag. Rye flour meal is being offered cheaper, but no new is being handled in this market as yet, as it is arriving soft like the Ontario wheat, and will not be fit for use inside of a month.

Cornmeal—	Per 98-lb. sack	
Gold dust	2 45	2 50
Unbolted	....	2 15

Rolled Oats—	90's in jute.	
Small lots	2 55	2 60
25 bags or more	....	2 40
Packages, case	....	4 00

Rolled oats in cotton sacks, 5 cents more.

Oatmeal—fine, standard and granulated, 10 per cent. over rolled oats in 90s, in jute.

Rolled Wheat—	100-lb. bbls.
Small lots	3 80
Hominy, per 98-lb. sack	2 75
Corn flour, bag	2 60
Rye flour, bag	3 25
Barley, pot	3 00

FEEDS.—This market is easing off again for many reasons. First, the price of oats and corn is getting lower; secondly, the production of feed flour became so heavy, a drop was inevitable; thirdly, there is so much feed wheat being offered. Wheat moulee has weakened by a further drop of $2 to $3 per ton on account of the lower prices ruling in all lines of grain.

Mill Feeds—	Per ton
Bran	25 00
Shorts	27 00
Middlings	30 00
Wheat moulee	28 00
Feed flour, bag	1 87½
Mixed chops, ton	35 00
Crushed oats, ton	36 00
Barley, pot, 98 lbs.	2 85
Oats, chop, ton	40 00
Barley chop, ton	34 00
Feed oats, cleaned, Manitoba, bush.	0 60
Feed wheat, bag	1 50

TORONTO

FLOUR.—The chief factor in this situation is again the uncertainty. The market is in a waiting condition. Such business as is consummated is entirely for present account and is merely enough to supply immediate needs. The trade is holding off, not wishing to take a chance in stocking up till the future trend is more clearly defined. There is no price change to report, either in Manitoba or Ontario stuff. Demand cannot be said to be heavy. Indeed, so far as winter wheat is concerned a weaker tendency is apparent at this writing, even though arrivals are by no means heavy. There is again further talk of poor quality, and this possibly is influencing buying. The protracted hot weather is not good for flour.

Manitoba Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
First patents	5 95	5 75
Second patents	5 45	5 25
Strong bakers	5 25	5 05

Flour in cotton sacks, 10c per bbl. more.

Winter Wheat Flour—	Small lots. per bbl.	Car lots. per bbl.
Fancy patents	4 90	4 70
90 per cent.	4 80	4 60
Straight roller	4 80	4 60
Blended flour	4 00	3 80

CEREALS.—Again the market is featureless, unless it be for the poor business in rolled oats. Our prices must be regarded as weak though no decline has taken place from the $2.70 we quote. All cereals are slow. There is some business in peas at somewhat easier levels.

Barley, pearl, 98 lbs.	....	5 00
Buckwheat grits, 98 lbs.	4 15	4 25
Corn flour, 98 lbs.	2 55	2 75
Cornmeal, yellow, 98 lbs.	2 25	2 40
Graham flour, 98 lbs.	3 30	3 40
Hominy, granulated, 98 lbs.	....	3 00
Hominy, pearl, 98 lbs.	....	3 00
Oatmeal, standard, 98 lbs.	....	3 50
Oatmeal, granulated, 98 lbs.	....	3 50
Peas, Canadian, boiling, bush.	2 45	2 55
Peas, split, 98 lbs.	....	4 75
Rolled oats, 90-lb. bags	2 70	2 80
Rolled wheat, 100-lb. bbl.	3 85	4 00
Rye flour, 98 lbs.	3 10	3 25
Whole wheat flour, 98 lbs.	3 30	3 40
Wheatlets, 98 lbs.	3 65	3 75

MILL FEEDS.—Feed flour shows a weakness at $1.60. Demand is falling off now to some extent. The feed market in general is easing up. This has been the strong spot in the grain situation for some time, but now the easiness felt in cereals reacts against a continuous demand for feed.

Mill Feeds—	Mixed cars, per ton	
Bran	25 00	26 00
Shorts	27 00	28 00
Middlings	30 00	31 00
Wheat moulee	31 00	32 00
Feed flour, per bag	1 60	1 65
Oats—		
No. 3, Ontario, outside points	0 55	0 61
No. 3, C.W., bay ports	....	0 67

WINNIPEG

FLOUR AND CEREALS.—Rolled oats have declined 10 cents per sack of 80 lbs., and oatmeal has followed suit. There is fair domestic demand for flour, but export trade is quiet. Hay prices are up $1 per ton. Crushed oats and barley are $4 to $8 lower.

Flour—		
Best patents, per sack 98 lbs.	....	2 90
Bakers, per sack 98 lbs.	....	2 65
First clears	....	2 20
Second clears	....	1 75
Rolled oats, 80 lbs.	....	2 40

If you are careless in writing your advertising you may be sure people will be still more careless about reading it. Probably they will not read it at all.

Don't be sore at an old regular customer who happens to buy something at a competitor's, but see that there is no cause for it to happen again.

Rainbow Flour

AND ITS RESULTS



MEAN THAT BY CARRYING A STOCK OF RAINBOW YOU WILL HAVE A LARGE PATRONAGE OF SATISFIED AND PERMANENT CUSTOMERS.

WATCH FOR OUR SALESMEN, OR IF YOU ARE IN A HURRY PHONE M. 5069 AT OUR EXPENSE. PROMPT DELIVERIES.

We Solicit Export Business.

Canadian Cereal and Flour Mills Co., Limited

Cable Address : "Cancereal," Toronto

Canada's Bumper Wheat Crop

The Western Crop is not only the biggest in history, but is of exceptionally high quality. This is the best wheat the world produces. From this wheat

L'ETOILE
(Star)
and
Hirondelle
(Swallow)

brands of Macaroni and Vermicelli are made.

Together with a most modern plant and equipment and expert workmen the result is that the highest quality is obtained.

They are well advertised, well known and popular as a

Made-in-Canada

product worthy of that designation.

Ask Your Wholesaler.

C. H. Catelli, Limited
MONTREAL

AGENTS
Tees & Persse, Limited, Winnipeg
C. C. Mann, Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

WHITE SWAN SPICES AND CEREALS, LTD.

	Per doz.
5c. Tins, 4 doz. to case, weight 10 lbs.	$ 0 40
4 oz. Tins, 4 doz. to case, weight 20 lbs.	0 65
6 oz. Tins, 4 doz. to case, weight 25 lbs.	0 90
8 oz. Tins, 4 doz. to case, weight 35 lbs.	1 30
12 oz. Tins, 4 doz. to case, weight 48 lbs.	1 60
16 oz. Tins, 4 doz. to case, weight 70 lbs.	2 25
3 lb. Tins, 2 doz. to case, weight 85 lbs.	5 00
5 lb. Tins, 1 doz. to case, weight 80 lbs.	9 50

ROYAL BAKING POWDER.

Size.	Less than 10 case lots Per doz.	Bbl. lots or 10 cases and over Per doz.
Dime	$ .95	$ .90
4-oz.	1.40	1.35
6-oz.	1.95	1.90
Buckwheat Flour (Self-rising), 3 doz. to case, weight 70 lbs.		3 00

	Per case
Pancake Flour (Self-rising), 3 doz. to case, weight 70 lbs.	3 00
Breakfast Food, 2 doz. to case, weight 85 lbs.	4 00
King's Food, 2 doz. to case, weight 95 lbs.	5 00
Wheat Kernels, 2 doz. to case, weight 65 lbs.	3 75
Barley Crisps, 3 doz. to case, weight 50 lbs.	3 00
Flaked Rice, 3 doz. to case, weight 50 lbs.	3 00
Flaked Peas, 3 doz. to case, weight 50 lbs.	3 00

DOMINION CANNERS, LIMITED.

Aylmer Pure Jams, 16 oz. Jars	Per doz.
Strawberry, 1914 pack	$2 20
Raspberry, red, heavy syrup	2 10
Black currant	2 10
Red currant	2 10
Peaches	2 10
Pear, Bart.	2 10

Aylmer Pure Jellies.	
Red Currant	2 10
Black Currant	2 10
Crabapple	1 45
Raspberry and red currant	2 10
Raspberry and gooseberry	2 10
Plum jam	1 85
Green Gage plum stoneless	1 85
Gooseberry	1 85
Grape	1 85

Aylmer Marmalade	
Orange Jelly	1 60
Lemon	1 60
Pineapple	1 90
Ginger	2 25

Aylmer Pure Preserves—Bulk	5 lbs.	7 lbs.
Strawberry	0 72	1 00
Black currant	0 65	0 85
Raspberry	0 65	0 85

Aylmer 14's and 30's per lb.

8-oz.	2.55	2.50
12-oz.	3.85	3.75
16-oz.	4.90	4.80
2½-lb.	11.60	11.35
3-lb.	13.60	13.35
5-lb.	22.35	21.00

Barrels—When packed in barrels one per cent. discount will be allowed.

BLUE.

Keen's Oxford, per lb. $0 17
In 10-lb. lots or case 0 16

COUPON BOOKS — ALLISON'S.
For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal. $2, $3, $5, $10, $15 and $20. All same price, one size or assorted.

UN-NUMBERED.
100 books and over, each 0 03½
500 books to 1,000 books 0 03
For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN	Per case
Biscuit Flour (Self-rising) 2 doz. to case, weight 70 lbs.	$3 00
Strawberry	0 14
Raspberry	0 14

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 37
Soluble bulk, No. 1, lb.	0 21
Soluble bulk, No. 2, lb.	0 19
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

(Unsweetened Chocolate).	
Supreme chocolate, ½'s, 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box, per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 29
Diamond 6's and 7's, 6 and 12-lb boxes	0 26
Diamond, ¼'s, 6 and 12-lb. boxes	0 27

Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 and 4 doz. in box, per doz.	1 00

Chocolate Confections.	Per lb.
Maple buds, 5-lb. boxes	0 38
Milk medallions, 5-lb. boxes	0 38
Chocolate wafers, No. 1, 5-lb. boxes	0 32
Chocolate wafers, No. 2, 5-lb. boxes	0 27



It Gives a Certain Prestige to Handle a Product like CRISCO

For Frying-For Shortening For Cake Making

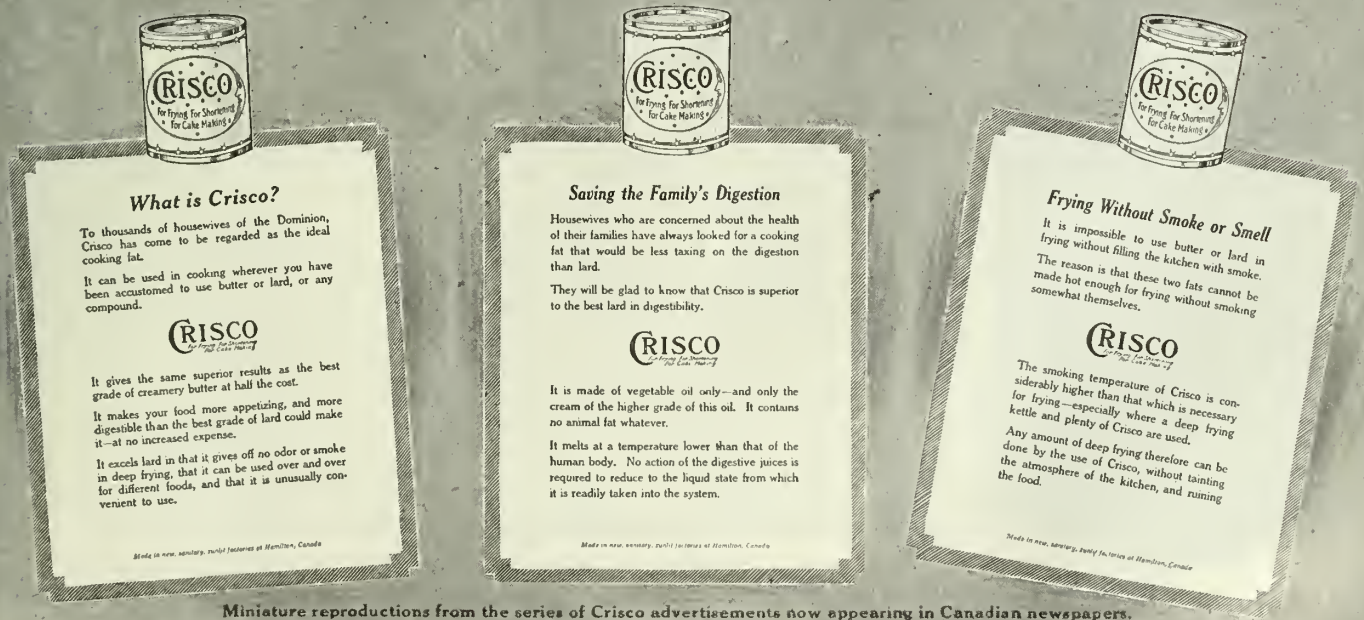
To the real merchant, there is a pleasure and a pride in the selling of good goods. And, by the natural compensation of things, there comes to such a merchant a certain prestige, reputation and character from the sale of such goods.

Crisco rightfully may be numbered among products of this class. It is a cooking fat of unusual merit and convenience—it supplies a need not met by any other fat—and it has behind it the guaranty of an old and favorably known house.

The Procter & Gamble Distributing Co.
OF CANADA, LTD.
HAMILTON, CANADA

Send for Crisco Advertising Matter for your local use

All Procter & Gamble products sold in Canada are made in the Procter & Gamble factories at Hamilton. They include Crisco, Ivory Soap, P. & G.—The White Naphtha Soap, Gold Soap, Sopade and Pearline.



Miniature reproductions from the series of Crisco advertisements now appearing in Canadian newspapers.

CONCORD
NORWEGIAN SARDINES

will bring satisfaction and profit to every Grocer handling them, because they are highest quality goods, backed by a guarantee appearing on each tin.

Only the finest, freshly-caught autumn fish, and the purest olive oil are used, all hard, tough fish being rejected. 24 to 28 fish go to a tin, and they are mild cured and not too much smoked.

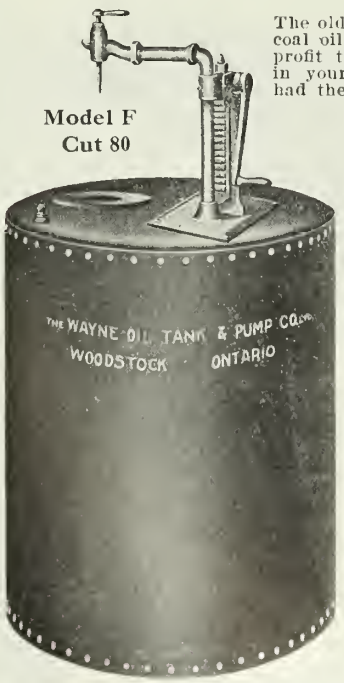
The demand for these high-class sardines is steadily increasing, appreciation of their quality being thereby shown.

Are you handling CONCORD? Order from your wholesaler TO-DAY.

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
H. C. Janion, Vancouver, B.C.

End the Waste of Dollars Now



Model F
Cut 80

The old-style method of handling coal oil is wasting you dollars of profit that might easily be lying in your bank right now if you had the

WAYNE Oil Tank

measuring your oil with exactness and cleanliness; no loss, no dripping, no time waste, no odor of oil on your hands and clothes. The WAYNE measures instantly just the amount of oil your customer wants, whether one pint or five gallons, and you can keep it on the same floor as your store without fear of smells or fire.

Write us for full descriptions and ask us to prove just what the WAYNE can do for you in saving profits and over-measure and time. It means dollars to you. Write to-day.

The Wayne Oil Tank and Pump Co., Limited
WOODSTOCK, ONT.

Nonpareil wafers, No. 1, 5-lb. boxes 0 32
Nonpareil wafers, No. 2, 5-lb. boxes 0 27
Chocolate ginger, 5-lb. boxes 0 33
Milk chocolate wafers, 5-lb. boxes 0 38
Coffee drops, 5-lb. boxes... 0 38
Lunch bars, 5-lb. boxes 0 38
Milk chocolate, 5c bundles, 3 doz. in box, per box 1 36
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box 0 90
Nut milk chocolate, ½'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, ¼'s, 6-lb. boxes, lb. 0 38
Nut milk chocolate, 5c bars, 24 bars, per box 0 90
Almond nut bars, 24 bars, per box 0 90

JOHN P. MOTT & CO'S.

Miss N. Estabrook, St. John, N. B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Russell, Johnson, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

10c size (for cooking) doz. 0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz. 0 85
Nut milk bars, 2 dozen in box 0 80
Breakfast cocoa, ¼'s and ½'s 0 36
No. 1 chocolate 0 30
Navy chocolate, ½'s 0 26
Vanilla sticks, per gr. 1 00
Diamond chocolate, ½'s ... 0 24
Plain choice chocolate liquors 20 30
Sweet chocolate coatings ... 0 20

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.
East of Fort William, Ont.

Preserved	Per case
Eagle Brand, each, 4 doz...	$6 25
Reindeer Brand, each, 4 doz.	6 25
Silver Cow Brand, each 4 doz.	5 75
Gold Seal Brand, each, 4 doz.	5 60
Mayflower Brand, each, 4 doz.	5 60
Purity Brand, each, 4 doz.	5 60
Challenge Brand, each, 4 doz.	4 85
Clover Brand, each, 4 doz...	4 85
Evaporated (Unsweetened)—	
St. Charles Brand, small each 4 doz.	2 00
Peerless Brand, small, each 4 doz.	2 00
St. Charles Brand, Family, each 4 doz.	3 90
Peerless Brand, Family, each 4 doz.	3 90
Jersey Brand, Family, each, 4 doz.	3 90
St. Charles Brand, tall, each 4 doz.	4 50
Peerless Brand, tall, each, 4 doz.	4 50
Jersey Brand, tall, each, 4 doz.	4 50
St. Charles Brand, Hotel, each, 2 doz.	4 25
Peerless Brand, Hotel, each, 2 doz.	4 25
Jersey Brand, Hotel, each, 2 doz.	4 25
St. Charles Brand, gallons, each, ½ doz.	4 75
"Reindeer" Coffee and Milk, "large" each, 2 doz.	4 80
"Reindeer" Coffee and Milk, "small," each, 4 doz.	5 50
"Regal" Coffee and Milk, each, 2 doz.	4 50
"Reindeer" Cocoa and Milk, each, 2 doz.	4 80

COFFEE.

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN.

1 lb. tins, 4 doz. to case, weight 80 lbs. 0 36
1 lb. tins, 2 doz. to case, weight 35 lbs. ....
Add one-half cent per pound to the above.

ENGLISH BREAKFAST COFFEE.

½ lb. tins, 2 doz. to case, weight 22 lbs. 0 22
1 lb. tins, 2 doz. to case, weight 40 lbs. 0 26

MOJA.

½ lb tins, 2 doz. to case, weight 22 lbs. 0 32
1 lb tins, 2 doz. to case, weight 40 lbs. 0 36
2 lb. tins, 1 doz. to case, weight 40 lbs. 0 36

PRESENTATION COFFEE.

A Handsome Tumbler in Each Tin.

1 lb. tins, 2 doz. to case, per lb. 0 27
Shipping weight, 50 lbs per case

MINTO BROS.

MELAGAMA COFFEE.

Ret.	Whol.
30c 1s, ½s, B. or G...	0 25
40c 1s, ½s, B. or G...	0 32
45c 1s, ½s, B. or G....	0 34
50c 1s, ½s, B. or G....	0 37
Tumbler coffee	0 25

Teas packed in 30, 60, 100 lb. caddies. Coffees packed in 30, 50 lb. caddies. Freight paid on tea 60 lbs. or over; freight paid on coffee 50 lbs. or over.

MINTO COFFEE (Bulk.)

M. Bean or Gr. 0 38
I Bean or Gr. 0 35
N Bean or Gr. 0 32
T Bean or Gr. 0 30
O Bean or Gr. 0 28
Spec. Grd. Compound 0 25
Packed in 25 and 50-lb tins.

FLAVORING EXTRACTS.

WHITE SWAN FLAVORING EXTRACTS—ALL FLAVORS.

1 oz. bottles, per doz., weight, 3 lbs. ... .$ 1 25
2 oz. bottles, per doz., weight 4 lbs. 2 00
2½ oz. bottles, per doz., weight 6 lbs. 2 30
4 oz. bottles, per doz., weight 7 lbs. 3 50
8 oz. bottles, per doz., weight 14 lbs. 6 50
16 oz. bottles, per doz., weight 23 lbs. 12 00
32 oz. bottles, per doz., weight 40 lbs. 22 00
Bulk, per gallon, weight 16 lbs. 10 00

CRESCENT MFG. CO.

CRESCENT MAPLEINE.

Special Delivered Price for Canada.

Per doz	
½-oz. (4 doz. case), weight 9 lbs., retail each 15c.....$	1 35
1 oz. (4 doz. case), weight 14 lbs., retail each 30c ...	2 50
2 oz. (3 doz. case), weight 15 lbs., retail each 50c...	4 25
4 oz. (2 doz. case), weight 17 lbs., retail each 90c ...	7 50
8 oz. (1 doz. case), weight 17 lbs., retail each $1.60.	13 25
Pint (1 doz. case), weight 29 lbs., retail each $3....	24 50
Quart (1 doz. case), weight 53 lbs., retail each $5.50..	45 00
Half gallons, each, retail each $10	7 50
Gallons, each, retail each $18	14 50

GELATINE.

Knox Plain Sparkling Gelatine (2-qt. size), per doz. 1 30
Knox Acidulated Gelatine (Lemon flavor), (2-qt. size), per doz. 1 30
Cox's Instant Powdered Gelatine (2-qt. size), per doz. 1 10

W. CLARK, LIMITED, MONTREAL.

Compressed Corned Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $18; 14s, $37.
Roast Beef, ½s, $1.50; 1s, $2.75; 2s, $5; 6s, $16.
Boiled Beef, 1s, $2.75; 2s, $5; 6s, $16.
Jellied Veals, ½s, $1.50; 1s, $2.75; 2s, $4.50; 6s, $18.
Corned Beef Hash, ½s, $1.50; 1s, $2.30; 2s, $4.25.
Beefsteak and Onions, ½s, $1.50; 1s, $2.75; 2s, $5.
Cambridge Sausage, 1s, $2.40; 2s, $4.
Boneless Pigs' Feet, ½s, $1.50; 1s, $2.25; 2s, $4.25.
Lambs' Tongues, ½s, $1.90.
Sliced Smoked Beef, tins, ½s $1.65; 1s, $2.65.

OVAL
Apple
Picking
Baskets

Half bush. and ¾ bush.

Prompt Shipment.

Order Now.

Walter Woods & Co.
Hamilton Winnipeg

Jersey Sweet Potatoes

"Whitco" Brand

Packed in Hampers have arrived.
This brand of Sweets is the best coming to Toronto.

Opening of Oyster Season

First Express arrivals.

Oysters Haddies Kippers

Just the thing for these days.

We are heavy operators in Canadian Crawford Peaches.

White & Co., Limited
Wholesale Fruits TORONTO
BRANCH AT HAMILTON

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include:

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-153 University Avenue, Toronto

Ever consider the possibilities of the trade in Fish?

We have daily arrivals of fine, fresh, frozen

Lake Trout and Herring

also Pickled Herring. Just the thing for deliciously appetizing and economical meals.

Get in touch with us. There are no better or more choice fish sold in the Dominion.

The margin for the dealer is a good one.

Lemon Bros.
OWEN SOUND, ONT.

Full Swell Pack Perfectly Graded Fruit under:—

"Aurora"
"Mars"
"Al"
"Sapho"
"Jupiter"

It will pay you to handle these brands of Oranges

J. J. McCabe
Agent
TORONTO



Consistent Satisfaction

That is the outstanding feature of all permanent profit-makers and your success depends entirely upon your ability to pick products that give "consistent satisfaction" to all parties concerned.

"Consistent Satisfaction" cannot be obtained by "hit-and-miss" methods of manufacture nor by a "please-you-when-we-can" way of marketing the product.

"Consistent Satisfaction" is the result of an unswerving determination to produce only the best possible product; to put quality into the package and **to keep it there.** It also calls for sufficient faith in the goods themselves for the manufacturer to unhesitatingly stand sponsor for his products—for him to give those who buy from him the utmost in reasonable guarantees of the merit of his goods.

White Swan Pure Food Products have been giving "Consistent Satisfaction" for nearly 20 years, and is the secret of the steady growth of this line of quality foodstuffs.

White Swan Goods are the highest in quality. If there is any doubt in your mind about this the Government Warranty should dispel it.

Here is where **YOU** come in. We give you a line on which you have a surer profit—the Government warranty which seals and guarantees every package of White Swan Pure Food Products absolutely protects both you and your customer; and our "money-back-if-not-satisfied" guarantee will prevent any loss. And besides this we give you a line which will give

Consistent Satisfaction

We know our goods and want none but satisfied customers.

White Swan Spices and Cereals

LIMITED

156 Pearl Street, Toronto, Can.

Sliced Smoked Beef, glass, ¼s, $1.25; ½'s, $1.90; 1s, $2.75.
Tongue, Ham and Veal Pate, ½s, $1.20.
Ham and Veal, ½s, $1.
Potted and Devilled Meats, tins—Beef, Ham, Tongue, Veal, Game, ¼s, 50c; ½s, $1.
Potted Meats, Glass — Chicken, Ham, Tongue, ¼s, $1.25.
Ox Tongues, tins, ½s, $2.40; 1s, $5.25; 1½s, $8; 2s, $10.
Ox Tongues, Glass, 1½s, $9.75; 2s, $12.
Mincemeat, Hermetically Sealed Tins, 1s, $1.25; 2s, $2.40; 3s, $3.40; 4s, $4.30; 5s, $5.40.
In Pails, 25 lbs., 8c lb.
In Tubs, 45 lbs., 7½c lb.
In Glass, 1s, $2.25.
Plum Pudding, 1s, $2.30; 2s, $2.80.
Clark's Peanut Butter — Glass Jars, ¼, 95c; ½, $1.40; 1, $1.85
Clark's Peanut Butter—Pails 24 lbs., 15c per lb.
Clark's Tomato Ketchup, 8 oz., $1.35; 12 oz., $1.90; 16 oz., $2.40.
Pork & Beans, Plain Talls, 1 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Tomato Sc. Talls, 1, 60c; 2, $1; 3, $1.40; 6, $4.50; 12, $7.25.
Pork & Beans, Chili Flat, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Tomato Flats, 1, 60c; 2, $1; 3, $1.15.
Pork & Beans, Plain Flats, 1, 60c; 2, $1; 3, $1.15.
Vegetarian Baked Beans, Tomato Sauce, Talls, $1.15.
Clark's Chateau Concentrated Soups, 95c.
Clark's Chateau Concentrated Soups, No. 1 Assorted, 95c.

LAPORTE, MARTIN, LIMITED
Montreal. Agencies.

BASIN DE VICHY WATERS.

L'Admirable, 50 btles, litre, cs.	5 50
Neptune	7 00
San Rival	8 00

VICHY LEMONADE.

La Savoureuse, 50 btles., cs.	8 00

NATURAL MINERAL WATER

Evian, Source Cachat, 50 btles, cs.	$9 00

IMPORTED GINGER ALE AND SODA

Ginger Ale, Trayders, cs. 6 doz. pts., doz.	1 15
Ginger Ale, Trayders, cs. 6 doz., splits, doz.	0 95
Club Soda, Trayders, cs., 6 doz. pts., doz.	1 05
Club Soda, Trayders, cs., 6 doz. splits, doz.	0 95

BLACK TEAS.

Victoria Blend, 50 and 30-lb. tins, lb.	0 38
Princess Blend, 50 and 30-lb. tins, lb.	0 35

JAPAN TEAS.

H. L., ch., 90 lbs., lb.	0 35
Victoria, ch. 90 lbs., lb.	0 30

COFFEES.

Victoria, Java and Mocha Blend, 1-lb. tin, lb	0 34½
Victoria, Java and Mocha Blend, 5, 10, 25, 50-lb. tins, lb.	0 32
Princess, Java and Mocha Blend, 1-lb. tin, lb.	0 22

MALT EXTRACT.

Miller of Milwaukee, cs. 2 doz., cs.	4 25
Miller of Milwaukee, brl. 8 doz., brl.	16 20

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 5 lbs., 12 to case	0 11½
Cases, 3 lbs., 20 to case	0 11¼
Cases, 10 lbs., 6 to case	0 11

F.o.b. Montreal.

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	$ 1 60
D. S. F., ½-lb.	2 90
D. S. F., 1-lb.	5 70
F. D., ¼-lb.	0 95
	Per jar
Durham, 4-lb. jar	0 98
Durham, 1-lb. jar	0 31

JELLY POWDERS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz. $ 0 90
List Price.

SPICES.

WHITE SWAN SPICES AND CEREALS, TORONTO.

	Dredge Canister	4oz. Round Pkgs.
Allspice	$0.90	$0.90
Arrowroot, 4 oz. tins, 85c.	..	..
Cayenne	0.90	0.90
Celery Salt	..	..
Celery Pepper	..	..
Cinnamon	0.90	0.90
Cinnamon, 1 oz. Fagots, 45c.	..	..
Cloves	0.90	0.90
Curry Powder	..	..
Mace	..	..
Nutmegs	0.90	..
" Whole, 5c. Pkgs., 45c.	..	..
Paprika	0.90	..
Pepper, Black	0.90	0.90
Pepper, White	1.10	1.10
Pastry Spice	0.90	0.90
Pickling Spice (Window front)	..	0.75
Dozens to case	4	4
Shipping weight, per case	10 lbs.	17 lbs.

WHITE SWAN LYE.

Single cases, 4 doz.	$ 3 50
5 case lots, 4 doz.	3 35

Shipping weight 50 lbs. per case.

THE CANADA STARCH CO., LTD., EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Laundry Starches— Boxes.	Cents
40 lbs., Canada Laundry	.06¼
40 lbs., boxes Canada white gloss, 1 lb. pkg.	.06¾
48 lbs. No. 1 white or blue, 4 lb. cartons	.07¼
48 lbs. No. 1 white or blue, 3 lb. cartons	.07¼
100 lbs., kegs, No. 1 white	.06¾
200 lbs., bbls., No. 1 white	.06¾
30 lbs., Edwardsburg silver gloss, 1 lb. chrome pkgs.	.07¾
48 lbs. silver gloss, in 6-lb. tin canisters	.08¼
36 lbs., silver gloss, 6-lb. draw lid boxes	.08¼
100 lbs., kegs, silver gloss, large crystals	.07¼
28 lbs., Benson's Satin, 1-lb. cartons, chrome label	.07½
40 lbs., Benson's Enamel (cold water), per case	3 00
20 lbs., Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07¾
40 lbs. Canada pure corn starch	.06½
(120-lb. boxes ¼c higher.)	
Casco Potato Flour, 20-lb. boxes, per lb.	.10

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06¾
First Quality White Laundry—	
3-lb. canisters, cs. of 48 lbs.	.07¼
Barrels, 200 lbs.	.06¾
Kegs, 100 lbs.	.06¾
Lily White Gloss—	
1-lb. fancy carton cases 30 lbs.	.07¾
8 in case	.08

In buying
KETCHUP

remember Upton's give 125 per cent. of ketchup value for your dollar.

Try It and See

It is packed in standard packages at popular prices. Get it from your jobber or write us if he cannot supply you.

The T. Upton Co., Limited
ST. CATHARINES

We receive fresh arrivals every morning of all varieties of

Domestic Fruits and Vegetables

The Crawford Peaches are now coming along in fine shape. If you leave us your orders, our quality and prices will please you.

Tomatoes, Plums, Pears, Apples, Pickling Onions, Pickling Cukes, Cauliflower, Corn, Cabbage, Egg Plant, Muskmelons, Red and Green Peppers.

Foreign Fruits and Vegetables

Oranges, Lemons, Bananas, Sweet Potatoes, Tokay Grapes, Pears, Spanish Onions.

"THE HOUSE OF QUALITY"

HUGH WALKER & SON
ESTABLISHED 1861
GUELPH and NORTH BAY

No. 16

Uncle Caleb Says

(Canada's 105-year-old Pioneer)



Reserved Provisions for the Soldiers

"In time of war the civilian population are the last to be fed—soldiers come first. Even when the Mackenzie rebellion scare was on the first thing the Toronto authorities did was to place a guard over every provision store and would not allow a bit to be sold. The soldiers were to fight to protect the people's property—they must be fed."

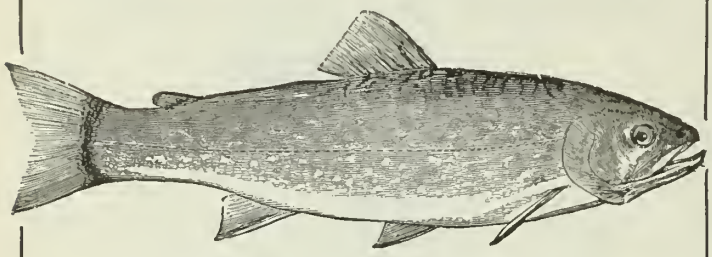
"No, I don't remember whether they stopped the sale of tobacco then or not. Likely they did, for all the grocers handled tobacco then as they should, **and mostly do**, now.

"When I want a plug of King George Navy all I've got to do is to walk down to the corner grocery, and there it is."



Rock City Tobacco Co., Ltd.
Quebec and Winnipeg

Caught in Canadian Waters by Canadian Fishermen



Processed and Packed by Canadians.

Transported by Canadian Companies.

Everything is Canadian between your Customer's table and the waters of "Old Atlantic" that yield the delicious

Brunswick Brand Sea Foods

There's no better fish in the world than those obtained in the Canadian waters of the Atlantic · no better facilities for packing them than are at our disposal in our sanitary sea foods plant.

In short "Brunswick" Brand Sea Foods are of a quality which Canadians are proud to own, and best of all, they represent an entirely Canadian product.

Stock up with Brunswick Brand ¼ Oil Sardines, Kippered Herrings, Herrings in Tomato Sauce, Finnan Haddies (oval and round tins), Clams and Scallops. Satisfy the masses of Canadians and give employment to Canadians.

ORDER TO-DAY.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.



Keep Posted

on the Development and Progress of Canadian Affairs

MacLean's — *a Made-in-Canada Magazine* — for keeping its readers posted on the progress and development of things Canadian.

You will be interested in the series by the inimitable *Gadsby*. There is only one H. F. Gadsby—witty and discerning political writer, master of josh and jolt, coiner of epigrams and greatest of paraphrasers — and Gadsby is giving his very best work to *MacLean's Magazine* in a series of sketches of prominent Canadians.

Other writers known to you contributing are: Alan Sullivan—master of prose; L. M. Montgomery, author of "Anne of Green Gables," "Anne of Avonlea," etc.; Dr. Orison Swett Marden, W. A. Craick, Madge McBeth, Margaret Bell and Britton B. Cooke.

20 cents a copy. $2.00 a Year.

The MacLean Publishing Co., Limited

143 University Ave., Toronto, Canada

THERE are hundreds of successful Grocers in Canada whose first order for stock included

Redpath Sugar

and who have made it their leader ever since—some for half a century or more.

Neither this record, nor the quality which has made "Redpath" a household name, is approached by any other Refinery in Canada—and the public knows it!

Canada Sugar Refining Co., Limited, Montreal



Sanitary Cans

"The Can of Quality"

Fruits, Vegetables,
Baked Beans, Soups,
Meats and Milk.

Sanitary Can Company

LIMITED

NIAGARA FALLS, ONTARIO

Buyers' Guide

CHIVER'S
JAMS—JELLIES—MARMALADE
Are guaranteed absolutely pure and of the highest quality.
Send us your orders.
Agents:
Frank L. Benedict & Co., Montreal

CLASSIFIED ADVERTISING

Advertisements under this heading 2c per word for first insertion, 1c for each subsequent insertion.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot he acknowledged.

FOR SALE

FOR SALE—HONEY, CHOICEST WHITE, in handsome pails. Bradfield, Dunnville, Ontario.

FOR SALE—ECONOMY TIERING MACHINE for handling and piling of heavy cases. Box 96, Canadian Grocer, Toronto.

FOR SALE—GENERAL STORE BUSINESS—one of the oldest established general store businesses in Eastern Ontario. Established fifty years. Best location in city for large city and farm trade. Turnover $35,000 to $40,000 a year, exclusively retail. Stock may be reduced to suit purchaser. Good reasons for selling. City Grocer, Canadian Grocer, Toronto.

FOR SALE—FINE CLOVER HONEY. Apply L. Livesay, Cainsville, Ont., R. R. 2. 17-24

FOR SALE—GENERAL STORE AT KINBURN, thirty miles west of Ottawa. Best store building, and business, in the Ottawa Valley. Turnover $60,000. Apply to D. B. Eastman, Kinburn, Ont.

FOR SALE—General store in one of the best communities in Ontario—strictly cash trade. Does a turnover of about $18,000 a year. Liberal terms given if desired. Box 115, Canadian Grocer.

FOR SALE—LESS THAN HALF PRICE — One Taylor safe, $75; 12-foot hat case, oak, $35; desk, roll-top, $10; chair, $8. Electric fixtures for window and store, 70-foot shelving; will pay freight. A. Henderson, Box 113, Fort Frances, Ont.

WANTED

WANTED — INFORMATION REGARDING good grocery for sale. R. G. List, Minneapolis, Minn.

WE ARE OPEN FOR A GOOD AGENCY IN food-stuff line, calling on wholesale and retail trade in Maritime Provinces. W. P. Mailman, Commission Agent, 5 William St., Hantsport, N.S. Sept. 24. Oct. 1, '15.

We are buyers of evaporated and farmers' dried apples. Prices and tags on application.
O. E. Robinson & Co.
Ingersoll Ontario

EGG FILLERS
Our capacity is three times the total Filler requirements of Canada
PROMPT DELIVERIES
by us are therefore certain.
THE TRENT MFG. CO., LIMITED
TRENTON, ONTARIO, CANADA

ASSIGNEES AGENTS LIMITED
154 Simcoe Street TORONTO
COLLECTIONS ASSIGNMENTS
Book-debts are monies in the other man's pocket. Use our special collection service—charges moderate, no collection, no charge. Phone Adelaide 919.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

WANTED BY AN OLD-ESTABLISHED packing house, a representative between Toronto, Ottawa and Montreal, and west of Toronto, north of Stratford to Owen Sound, on commission basis. Write Box 174, Canadian Grocer, Toronto.

WANTED—HIGH-GRADE MEN TO CALL on grocery trade in connection with Star Egg Carriers and Trays. Nationally advertised and used by more than 59% of the grocers of the country. Exceptional opportunity for high-grade men with real selling ability. See our ad. this issue. For particulars write Star Egg Carrier & Tray Mfg. Co., Rochester, N.Y.

SITUATION WANTED

GROCERY AND PROVISIONS. MAN EXperienced in family and cash trades seeks position early in October. Highest references. Box 112, Canadian Grocer office, Toronto.

POSITION AS MANAGER OR SUPERINtendent—long experience, careful buyer and estimator; eighteen years in all branches; can report almost immediately. George D. Perry, 112 Gothic Ave., Toronto.

MISCELLANEOUS

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

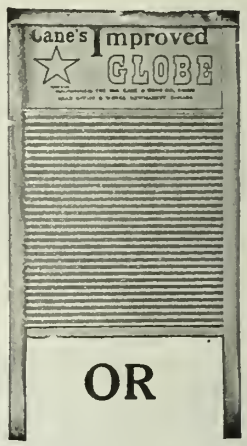
BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queenshoro, Ont., solicits your orders.

CASH FOR WASTE PAPER—YOU WILL receive the highest price if you use a Climax Steel "Fireproof" Baler. Full particulars. Climax Baler Co., Hamilton, Ont.

ST. MARC COFFEE
Gives all users entire satisfaction.
AUGUSTIN COMTE & CO., LTD.
725 Notre Dame E. Montreal

"It's an ill wind that blows no good"

ALUMINUM OR ZINC



The War—

has raised the price of zinc and consequently the price of washboards—

BUT

the BIG CANE VALUE IN WASHBOARDS IS BIGGER THAN EVER because it has come to a point where we can use aluminum in place of zinc.

ALUMINUM IS LESS LIABLE TO CRACK, SPLIT OR CARRY DEFECTS THAT WILL TEAR THE CLOTHING BEING WASHED ON IT, AND IT PRESENTS A MUCH BRIGHTER APPEARANCE THAN ZINC, AND IS MORE ATTRACTIVE ON THAT ACCOUNT.

We are prepared to deliver our standard brands of washboards with aluminum washing plate at the same price as that of zinc ones on receipt of instructions from our customers, through the jobbing trade. ORDER NOW.

The Wm. Cane & Sons Co., Limited
Newmarket, Ont.

Every Housewife

likes a change. Suggest

MAPLEINE

for delicious flavor, where flavor is needed. Makes fine syrup.



Order from
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey
287 Stanley St., Winnipeg, Man.
CRESCENT MFG. CO.
SEATTLE, WASH.

OAKEY'S KNIFE POLISH



WELLINGTON

JOHN OAKEY & SONS, LIMITED,
LONDON . ENGLAND.

AGENTS

Geo. B. Jenkinson, 43 Queen St. East, Toronto, and J. E. Huxley & Co., 220 McDermed St., Winnipeg.

Put Your Credit Accounts on the Right Side of the Ledger

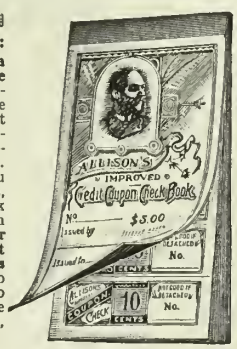
Adopt the ONLY WAY to make credit business SAFE and at the same time eliminate charging, errors and disputes.

ALLISON COUPON BOOKS

Are in Use All Over the World.

HERE'S HOW THEY WORK:

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.



For sale everywhere by jobbers.

ALLISON COUPON COMPANY
Indianapolis, Indiana, U.S.A.

The Most Information
The Most Entertainment
—and all Made-in-Canada

Here are a few of the features which make the October issue of MacLean's the best number yet put out by this aggressive magazine.

"The Woman Question," by *Stephen Leacock,* an article that presents a new viewpoint on a vexed question. It is presented in the virile, readable style of Canada's great humorist.

"Canada's Opportunity," by *Agnes C. Laut,* a powerful article on financial and trade conditions arising out of the war.

"Tryst," by *Alan Sullivan,* a short story that for sheer perfection of style equals anything that Mr. Sullivan has ever done.

"The Wicked Partner," by *H. F. Gadsby,* a light sketch of the Hon. Robert Rogers, written not from the political but from the human side.

"The Years of the Wicked," by *Hopkins Moorhouse,* a short story that is different from anything you have ever read before—one of the best things yet turned out by this rising young author.

"The New British Columbia," by *Norman Lambert,* an article on the Northern part of the mountain province which for vivid descriptive power has never been excelled. This is illustrated by a series of remarkably beautiful photographs of the Rockies.

"The Next Man Up," by *W. A. Craick,* an article on the men who are second in command of the big corporations of Canada. It gives an inside picture of the workings of some of the big railways and banks.

There are nine other stories and articles, all of a high order, and *our Review of Reviews Department, which contains condensed versions of the best artieles which appeared during the previous month in the magazines of the world. This is one of the biggest features of MacLean's Magazine and is in itself of sueh value that you need MacLean's for this department alone. There are twenty artieles in the October issue earefully selected as the most informative and interesting, published the world over.*

Special Offer—To new subscribers only. In order to introduce MacLean's Magazine into homes where it is not now read, we are giving the magazine for eighteen months for price of twelve—see coupon below.

MACLEAN'S MAGAZINE

THE MACLEAN PUBLISHING CO., Limited
143-153 University Ave., Toronto, Ont.

A Special Offer to You.

MacLean Publishing Co., Ltd.
Dear Sirs:
Enter me as a subscriber to MacLean's Magazine for eighteen months, starting with your October number, and on receipt of invoice I will remit $2.00.

Name .....
Address .....



Tomato Catsup

Winona gardens again to the fore with the most delicious sun-ripened tomatoes in Canada

Again the E. D. S. pack of Tomato Catsup sets the highest standard of excellence, as in the past.

The sale of E. D. S. Tomato Catsup has leaped ahead rapidly, because of its absolutely dependable high-grade quality.

When you sell E. D. S. Tomato Catsup you can honestly recommend it, for back of every bottle is our rock-fast guarantee of absolute purity (no preservatives, no coloring, nothing but the pure pulp of fresh-picked, sun-ripened tomatoes and the finest spice and vinegar).

The flavor which has made the E. D. S. Catsup so popular is the result of the fine grade of tomatoes used, being grown and fully matured in a locality particularly adapted to them and the great care exercised in picking, processing and bottling.

Anticipate a big demand.
Order your supply now.

E. D. Smith & Son, Limited
WINONA, ONT.

Agents:

NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; A. P. ARMSTRONG, Sydney, N.S.

INDEX TO ADVERTISERS

A

Allison Coupon Co. 53
Anglo-B.C. Packing Co. 9
Armsby & Co., J. K. 3
Assignees Agents 52
Atlantic Sugar Refineries ... Front cover

B

Balfour-Smye & Co 13
Benedict, F. L. 52
Betts & Co. 11
Bickle & Greening 48
Borden Milk Co. 3

C

Canada Maple Exchange 7
Canada Sugar Refining Co., Ltd. 51
Canada Starch Co. ..... Inside front cover
Canadian Cereal & Flour Mills Co. 4
Canadian Shredded Wheat Co. 4
Cane & Co. 52
Carr & Co. 3
Catelli, C. H. 42
Clark, Ltd., W. 1
Codville Company 16
Coles Mfg. Co. 9
Computing Cheese Cutter Co. 7
Comte & Cie. 52
Concord Canning Co. 44
Connors Bros. 50
Crescent Mfg. Co. 53

D

Dominion Canners 5
Dominion Salt 10

E

Eckardt, H. P., & Co. 47
Escott & Co., W. H. 14
Estabrooks Co., T. H. 15
Eureka Refrigerator Co. 8

F

Fairbank, N. K., Co. ..... Inside back cover
Fearman, F. W., Co. 48
Forbes & Nadeau 10
Freeman Co., W. A. 8
Furnivall-New 7

H

Hargreaves (Canada), Ltd... 9
Heinz, J. J., Co. 8
Horne, Harry, Co. 14
Horton Cato Mfg. Co. 55

I

Imperial Extract Co. 4
Irish Grocer 52

L

Lake of the Woods Milling Co. .....Outside back cover
Lambe & Co., W. G. A. 14
Laporte, Martin, Limited ... 55
Leeuw, Henri de 14
Lemon Bros. 45
Libby, McNeill & Libby, Ltd. 8
Lindners, Limited ..... Inside front cover

M

MacNab, T. A., & Co. 14
MacLaren's Baking Powder Co. 15
Magor, Son & Co. 16
Malcolm's Condensing Co. ... 10
McAuley, W. J. 14
McCabe, J. J. 45
McKenzie & Morris 14
McLeod Milling Co., Ltd.... 6
Measam, George E. 14
Mennen, Gerhard 4
Millman, W. H., Sons 14
Minto Bros. 14

N

Niagara Fruit Growers 13

O

Oakey & Sons, John 53

P

Patrick & Co., W. G. 14
Pennock, H. P., Co., Ltd. ... 14
Perkins, Ince & Co. 4
Proctor & Gamble 43

R

Robinson & Co., O. E. 52
Rock City Tobacco Co. 49

S

Sanitary Can Co. 51
Shaw & Ellis 9
Smith & Proctor 11
Smith & Son, E. D. 54
Stirling & Young 14
St. Lawrence Sugar Refining 11

T

Thames Canning Factory ... 15
Tippet & Co., A. P. 2
Toronto Salt Works 52
Trent Mfg. Co. 52
Tucketts, Limited ..... Inside back cover

U

Upton Co., T. 49

W

Walker, Hugh, & Son 49
Watson & Truesdale 14
Wayne Oil Tank Co. 44
White & Co. 45
White Swan Co. 46
Wiley, Frank H. 14
Woods & Co., Walter 45
Woodruff & Edwards 10

HOLDING CUSTOMERS

Interest in business is nursing each customer with care, getting him to come back to your store for future purchases, because you take an interest in him, because you are honest and know your business.

This has been our way always and to-day our list of thousands of customers is the best proof that it is the best policy.

If you are not already acquainted with our way of doing business, do so by asking our Sales Promotion Department to send you a sample of our *"Victoria"* Red Sockeye Salmon. The same extra fine quality under a Bright New Label.

LAPORTE, MARTIN, LIMITÉE
Wholesale Grocers
584 St. Paul St. West **Montreal**

Royal
Salad Dressing

MADE IN CANADA

Always Ready
Always Right

Lovers of tomatoes, and there are many of them, appreciate the delicious quality of Royal Salad Dressing.

A bottle in the house means the use of more sliced raw tomatoes, which is a most healthful, economical food.

Every last drop of Royal Salad Dressing is guaranteed to keep until used.

Stock up now and display Royal Salad Dressing with fresh, ripe tomatoes.

MADE ONLY BY
THE HORTON-CATO MFG. COMPANY
WINDSOR, CANADA

Greatest Grain Crop on Record

Official Government Bulletin issued last week shows Greatest Acreage, Biggest Average, Largest Total in history of Canada.

308,839,800 bushels wheat average 23.78 per acre.

91% in excess of last year's yield

488,000,000	bushels	Oats	average	42.94	bushels	per acre
51,655,000	"	Barley	"	34.22	"	"
2,385,000	"	Rye	"	21.24	"	"
12,199,600	"	Flax Seed	"	12.08	"	"

When the proceeds of this crop begin to circulate through Canada business is going to hum.

How many of your customers—manufacturer or wholesaler—have been buying for more than immediate requirements?

An influx of money is going to mean a flood of orders to the firms that get in their way.

Our Annual Fall Sales and Christmas Goods Number, Published Oct. 29th

will enable you to get your advertisement in the way of the biggest lot of orders that has been booked in years.

This number will come out just when the retail grocery trade of Canada are placing their Fall and Christmas goods orders.

They will want to see what you have to offer.

They have found in past years mighty attractive offers in our advertising pages, and they will be on the lookout for them this year.

Reserve Your Space Now

The earlier we receive your copy the better service we can give you.

The right kind of an advertisement in this issue will get you your share of this 91 per cent. excess.

We have a first-class ad-writing department at your disposal free. Ask us to get up a specimen advertisement for you. Give us the particulars. We will put the pep into it.

THE MANAGER.

FAIRY SOAP



Our extensive advertising has made everybody know FAIRY SOAP and it's easy for you to sell what everybody knows about.

The big white, floating, oval cake of FAIRY is the BEST soap a nickel can buy and the easiest a grocer can sell.

THE N.K. FAIRBANK COMPANY
LIMITED MONTREAL



"At last! I have struck my favorite"

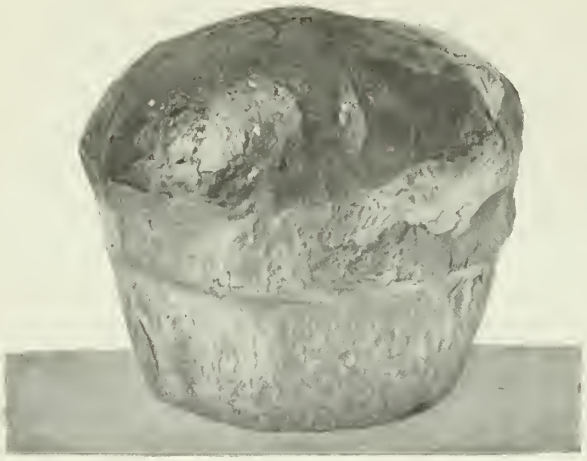
—this is the thought of the discriminating smoker when he has tried "Our Seal."

The Young smoker—you know him, is the most discriminating user of tobacco, or perhaps we might say the hardest to satisfy. This trade is worth while though and worth going after. "Our Seal" will get and hold it, for the delightful mellow flavor and fragrance "gets to" both old and young. "Our Seal" should be in your stock right now—it's the "Prince" of Tobacco Blends—the result of long experiments.

ORDER FROM YOUR WHOLESALER.

TUCKETT LIMITED

HAMILTON CANADA



This is the Loaf she Baked—

This *genuine* country bread was baked by an habitual user of FIVE ROSES, and sent to us *unsolicited!* Unbelievably good with its thin, crackling crust, its well-swollen personality conveying a promise that was equalled by performance. This is the contagious quality loaf that by making FIVE ROSES so easy to sell, makes it harder to sell any other flour.

This is How she Baked it—

Cook 2 potatoes about 1 o'clock p.m., then take the water from the potatoes and scald about 2 tablespoons FIVE ROSES. Grate potatoes very fine and add to above. When cooled a little, soak 1 Royal Yeast Cake in a little warm water, to which add 1 teaspoon sugar. Add to last-mentioned mixture with ½ teaspoon ginger. Mix and keep in warm place until 5 or 6 in afternoon. Then take 1 cup or more (according to quantity of bread desired) and mix with warm water. Let stand and mix again before bedtime, working dough long enough not to have to work it again in the morning. The harder the dough at this stage the better the bread. Next morning, put the dough in pans, let rise 2 hours, and bake.

When mixing the dough, it is good to add ½ cup of olive oil* or a piece of butter, which makes good soft bread.

And this is What she Says—

I always bake with FIVE ROSES, which I consider the best, and I got mostly all my neighbors to do the same and they seem to be all successful. You will notice that all my recipes call for Olive Oil*, as I am always more successful with it than with butter, as everything is lighter.

Mrs. Sarah Leckovitz
Sturgeon Falls, Ont.

**A free sales suggestion to the alert dealer.*

—and I got mostly all my neighbors to do the same

Among every dealer's customers, there is always one (sometimes several) buyers whose flour products are uniformly successful.

When she displays her justly famous bread and pies, her cakes and puddings, what a tremendous selling suggestion she is to all who envy her contagious success!

This compelling missionary work becomes an automatic part of your sales work when YOU sell

Five Roses*
FLOUR *for Breads-Cakes Puddings-Pastries*

And the thousands of FIVE ROSES Cook Books which we are steadily pouring out—of which already almost a quarter million have been distributed to flour buyers—teach FIVE ROSES users to be successful—

—to use more flour
—to try new recipes
—to convert new buyers.

The dealer who profits most by these silent forces at work throughout Canada—which cost him nothing—is he who is always in a position to meet the buyer with the brand she wants!

Ask your jobber for FIVE ROSES, or write our nearest office.

LAKE OF THE WOODS MILLING CO., LIMITED
"The House of Character"
MONTREAL

Toronto, Ottawa, London, St. John, Sudbury, Winnipeg, Keewatin, Vancouver, Calgary, Medicine Hat.

**Guaranteed NOT BLEACHED—NOT BLENDED.*